

HARDWARE AND METAL

Established 1888

Published Every Saturday

THE MACLEAN PUBLISHING COMPANY, LIMITED

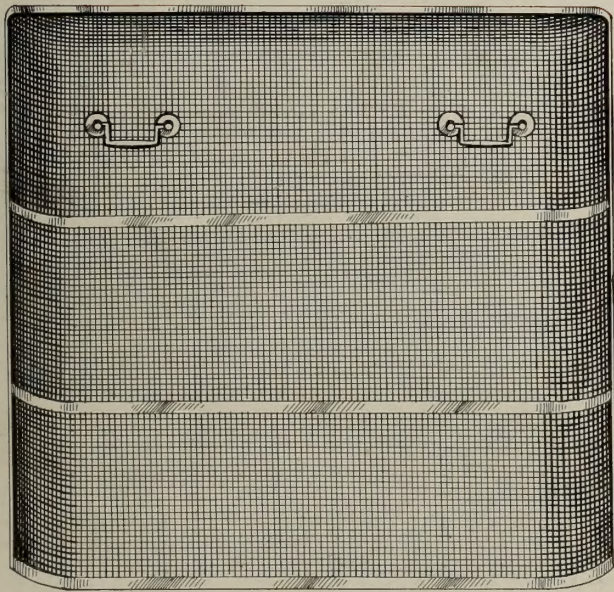
Vol. XXVI.

Publication Office: Toronto, Canada

No. 41

October 10, 1914

We are Headquarters for **FIRE-PLACE SCREENS**



Perforated Metals

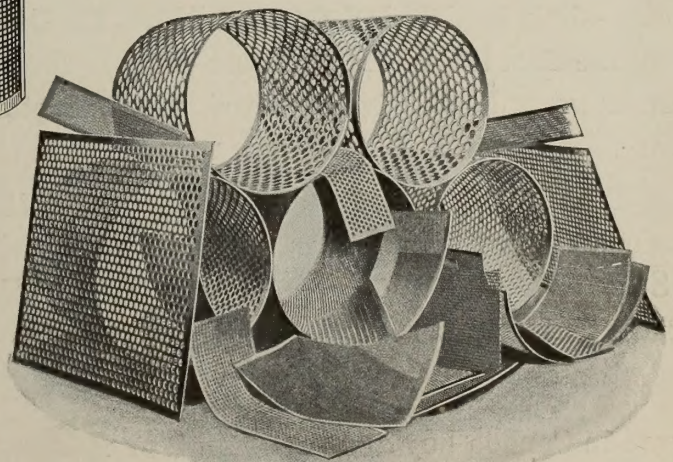
We are Metal Perforators and Manufacturers of Wire Cloth for all purposes. When in need of Window Guards for school or factory use, Metal Lockers, Bank or Office Railings, write to

SAFETY FIRST

We make a Complete Line of Fire-Place Fittings.

Our stock sizes are standard. This is a seasonable line and every hardware dealer should see that he has an assorted stock.

Send for a copy of our new Catalogue. This is a splendid line for Christmas Trade.



Canada Wire and Iron Goods Company, Hamilton

"Specify our Black Fly Screen Cloth when placing your order for next season." ENQUIRIES SOLICITED.

REPRESENTATIVES:

H. B. Clarke & Son, Halifax, N.S. D. Philip, 138 Portage Ave. East, Winnipeg, Man. Tees & Persse of Alberta, Ltd., Calgary, Alta. R. A. Ogilvie, P. O. Box 856, Vancouver, B.C.

Simplified Price List for Retailers

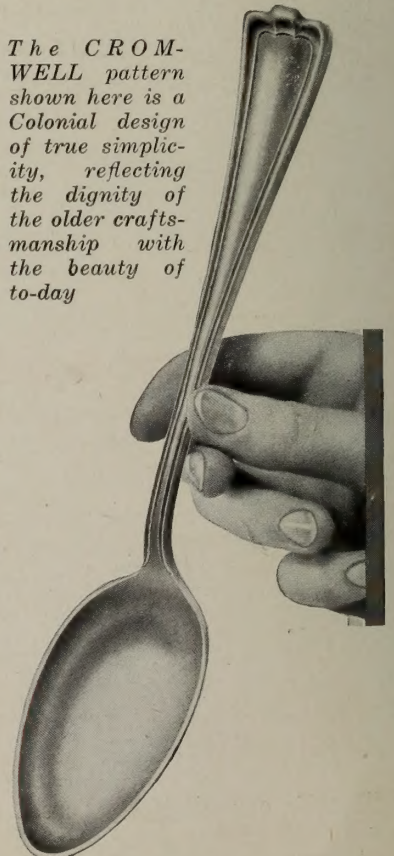
IDEAL SELECTIONS

ASK YOUR JOBBER
for this Price List
or write to us direct.

1847 ROGERS BROS. 


"Silver Plate That Wears."


The CROM-
WELL pattern
shown here is a
Colonial design
of true simplic-
ity, reflecting
the dignity of
the older crafts-
manship with
the beauty of
to-day



"1847"

Requires no argument—it saves time and talk for the dealer—it is sold with an UNQUALIFIED GUARANTEE—it has enjoyed established confidence for over sixty-five years—it is **MADE BY CANADIANS IN CANADA**, and is of the Best the World produces—it is backed by the most persistent and extensive advertising in the history of Silverware.

REMEMBER, there are other "Rogers" and other brands of Silverware, but there is ONLY ONE **1847 ROGERS BROS.**  — the GENUINE — "Silver Plate that Wears."

Over seventy-five per cent. of the total users of Silverware in Canada buy and prefer **1847 ROGERS BROS.** 

Meriden Britannia Co., Limited
Hamilton, Canada



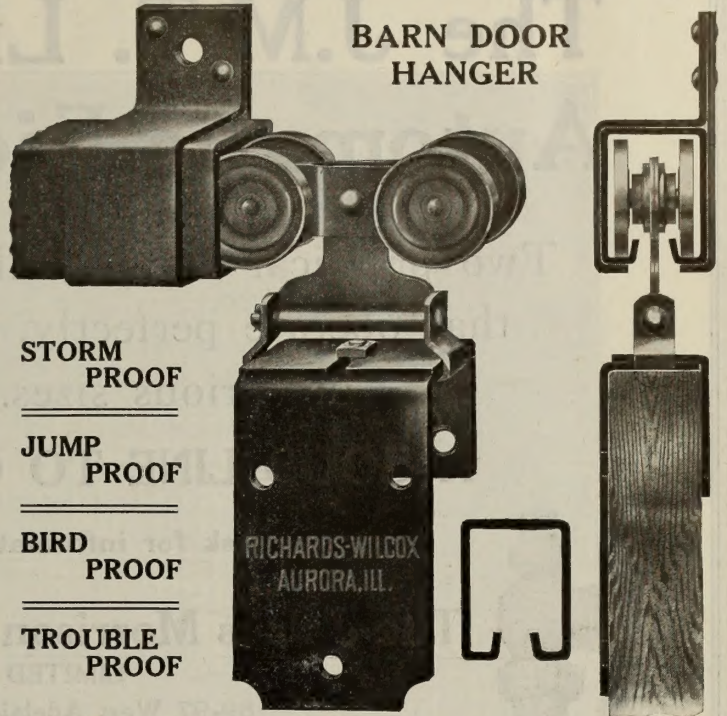
IT WILL PAY YOU
TO SELL
"P. & W. Co."
SMALL TOOLS
PRECISION
DELIVERY
QUALITY
GUARANTEED

IF YOUR JOBBER CAN'T SUPPLY YOU
WRITE US DIRECT

PRATT & WHITNEY COMPANY
OF CANADA LIMITED
DUNDAS - ONTARIO
MONTREAL—WINNIPEG—VANCOUVER

CANADA'S VERY BEST

**BARN DOOR
HANGER**



**STORM
PROOF**

**JUMP
PROOF**

**BIRD
PROOF**

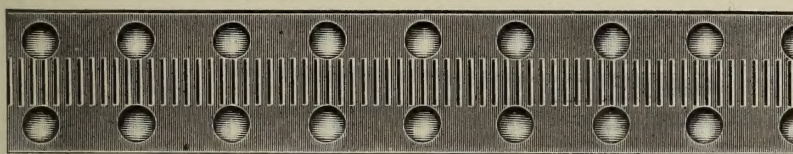
**TROUBLE
PROOF**

RICHARDS-WILCOX
AURORA, ILL.

Doors hung on the CHAMPION, No. 321, are hung right and will stay right.

Get the Genuine RICHARDS-WILCOX TROLLEYS.

RICHARDS-WILCOX CANADIAN COMPANY, LIMITED
London - Montreal



Order **STANLEY No. 3000**
"TWINROLD"
COILED DOUBLE

Self-Tightening Box Strapping

PAT. SEPT. 26, 1911; NOV. 5, 1912
See page 79

The Stanley Works, New Britain, Conn.

Canadian Representatives: A. MACFARLANE & CO.
CORISTINE BUILDING, MONTREAL

300-FOOT COIL



IMPORTERS AND DEALERS IN

Plate, Sheet, and all Kinds of Glass
for building purposes

Manufacturers of Mirrors and Art Glass. Show Cases and Fixtures

Satisfaction and prompt service guaranteed

Excelsior Plate Glass Company, Limited

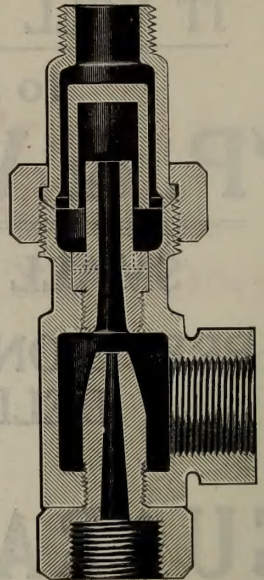
189-91 Queen St. E., TORONTO



The J.M.T. Line of Automatic Ejectors

Two practical and useful Ejectors
that operate perfectly. Made
in various sizes.

A GOOD LINE TO CARRY.



Gem Steam
Ejector

Ask for information.

The James Morrison Brass Mfg. Co.
LIMITED

89-97 West Adelaide Street

TORONTO

ONTARIO

J.M.T.
Patent
Water
Jet
Lifter



Meakins Brushes

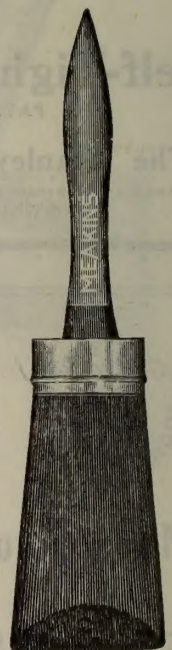
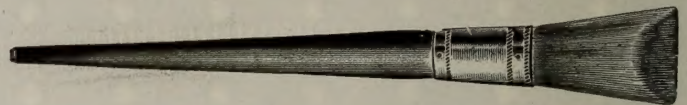
have no falling bristles to
agitate the user and there
is just the right amount of
flexibility to make them
easily manipulated.

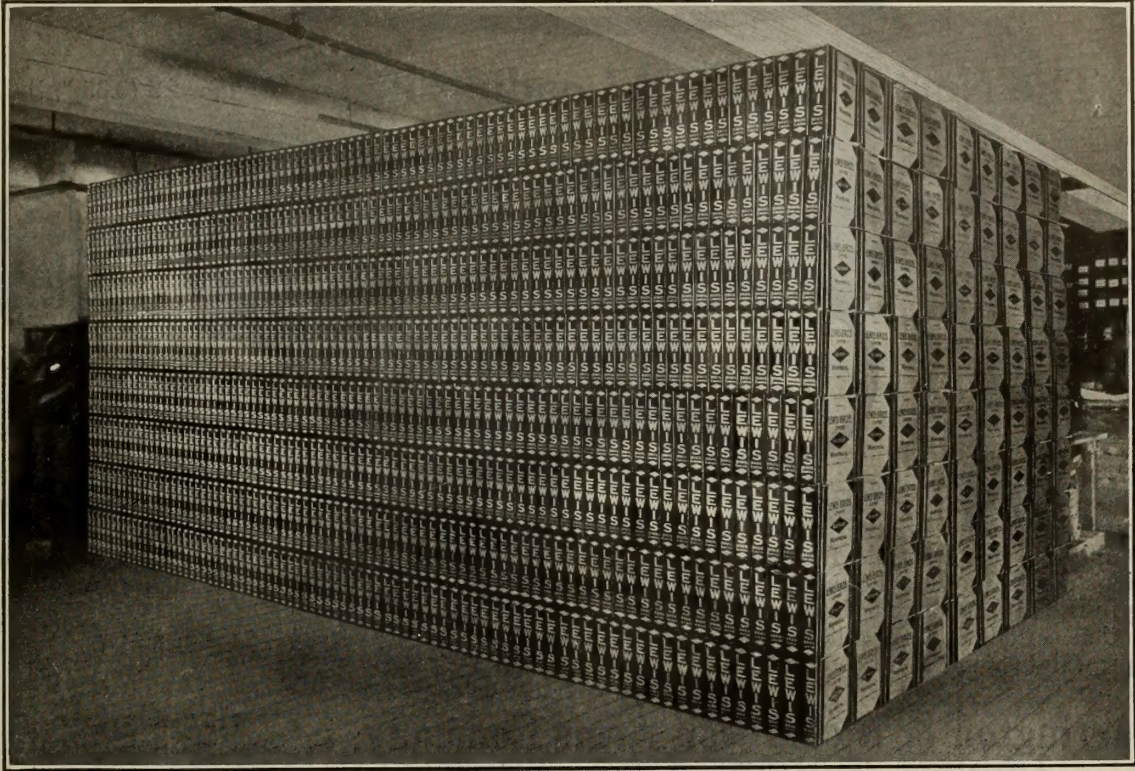
Our line of brushes are under the workmanship
of experts from the selection of material to fin-
ished product. The consistency of re-orders and
rapid growth of our business, are proof of satis-
faction, and reward for our great care in manu-
facturing.

Write us for our catalog—then order from your
jobber. If he cannot supply you, we will do so
quickly.

Meakins & Sons Ltd.
Hamilton, Ont.

Warehouses: Winnipeg, London, Toronto, Montreal.





The above picture shows another big lot of our general catalogue just delivered by our printers. Requests for a copy of this catalogue have come from every part of Canada. The demand has been so heavy that we have had to buy double the quantity of any former issue. A copy of this book should be in the hands of every live dealer. It illustrates everything we sell; the list prices are so arranged that a merchant can tell his customer off-hand about what the article will cost him. It is a great assistance in making out mail orders; since the first of January, when this book was first distributed, our mail order business has more than doubled.

We will send a copy of this catalogue to any bona-fide dealer; either enclose it with his first order or send it by express. Write to-day.

P.S.—The binders for this catalogue were made by W. V. Dawson, Limited; they make the statement that it is the largest order for loose-leaf binders ever placed in Canada.

LEWIS BROS., LIMITED, MONTREAL

H&R ARMS CO

The New H & R Self-Loading Pistol Caliber 25 (6.35 $\frac{M}{M}$)



A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

Leading Hardware and Sporting Goods Jobbers can now supply. Ask your jobber for this pistol.

Harrington & Richardson Arms Company, 715 Park Avenue
Worcester, Massachusetts, U.S.A.

IT IS NOT alone the unusual **gun value** of the FOX—without which no gun is a good, selling proposition—that makes it a good gun to handle, but it is this quality combined with our nation-wide advertising help that makes it a profitable gun to push.

FOX GUN

is a

Business Getter—Business Holder

If this gun did not have an individuality—if it was not a whole lot more than “just a gun”—all the advertising in the world wouldn’t help it make good. And our unbounded faith in the gun has been confirmed by thousands of proud FOX owners and enthusiastic FOX dealers.

There is every good business reason why you should handle the FOX—therefore

GET IN TOUCH WITH YOUR JOBBER

find out about the new Ejector proposition and the Fox-Kautzky Single Trigger and prepare to profit by supplying the constant and ever-increasing Fox demand.

The A. H. FOX GUN COMPANY

4768 N. Eighteenth St.

PHILADELPHIA



Gem Roasters



Savoy Roasters

Did You Ever Use One?

No? Then you have often said that the meat was tough when one of these Roasters would have made it tender.

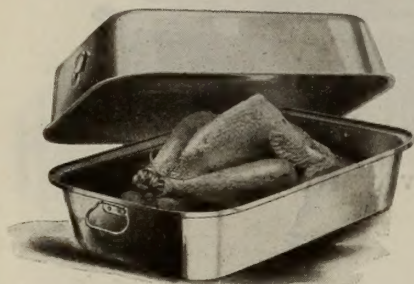
Yes? Then tell your customers your own experience. Explain to them the principles of Self-Browning and Self-Basting as found in both the "**Gem**" and the "**Savoy**" and how they allow the cheaper cuts to be used profitably.

Our Catalogue shows a wide range of sizes and prices.

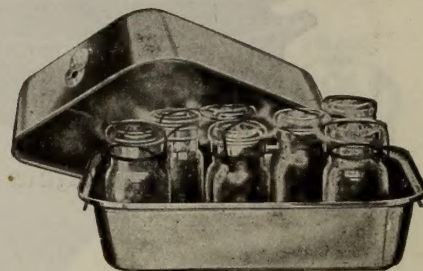
Shipments Made Promptly

THE SHEET METAL PRODUCTS CO. OF CANADA
MONTREAL TORONTO WINNIPEG LIMITED

"Wear-Ever" *Aluminum*



Roaster



The Everyday, Year-Around Uses of the **"Wear-Ever"** Aluminum Roaster are many, whereas most roasters are used only once or twice a year.

LAST year, thousands of Aluminum Roasters were sold by **"WEAR-EVER"** dealers—helped by advertising in the Women's Magazines.

This year, the **"WEAR-EVER"** Double Roaster will be featured again in the following November Magazines which appear about October 20th—*Woman's Home Companion*, *McCall's Magazine*, *Pictorial Review*, *Sunset Magazine*, *Holland's Magazine*, *MacLean's Magazine*, *Everywoman's World* and *Canadian Home Journal*.

"WEAR-EVER" Utensils are manufactured by Canadian workmen in the largest and most modern factory of its kind in Canada.

WEAR-EVER



TRADE MARK

**Make the most of the consumer
demand for this all-year-
round utensil**

WEAR-EVER



TRADE MARK

Write for Roaster sales helps—sent free to all dealers

Address

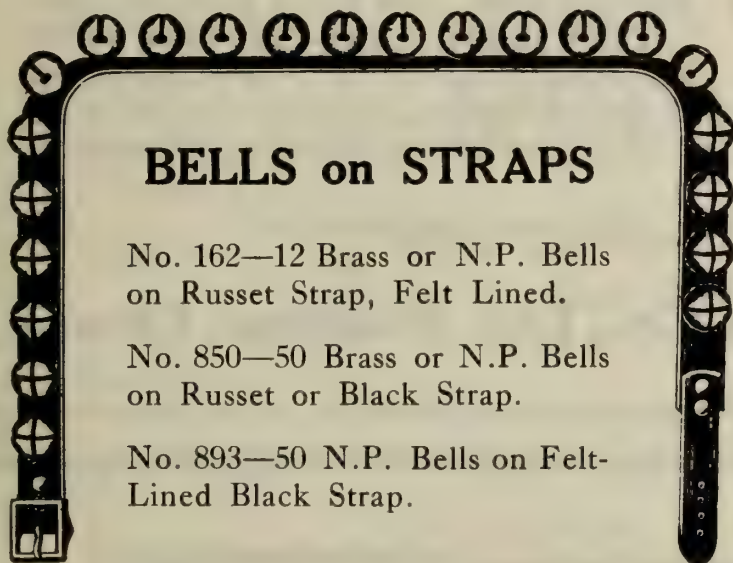
Northern Aluminum Co., Limited

Dept. 29

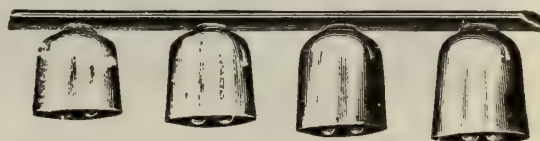
TORONTO

- ONTARIO

SWEET-TONED SLEIGH BELLS



No. 28—Cast bell metal nickel-plated bevel shaft gongs, harmonized tones.



No. 90—Deep cup shaft chimes, harmonized tones, nickel plated and polished.



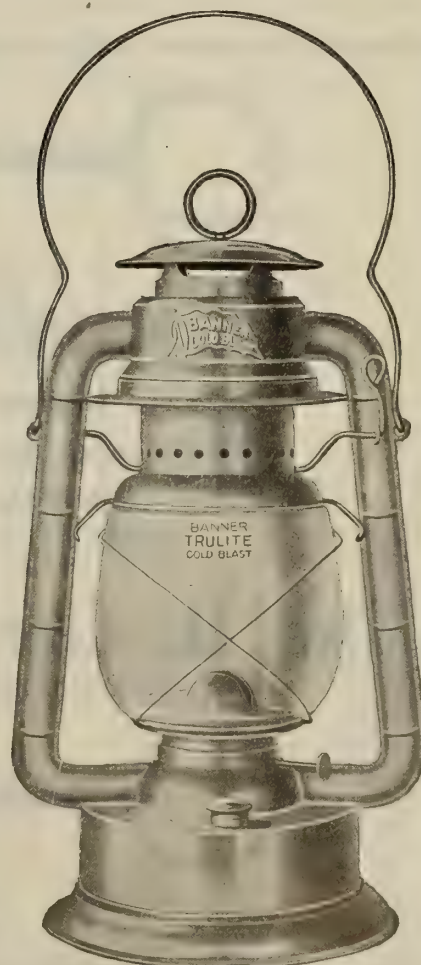
No. 100—Low-priced nickel-plated top shaft gongs.

THE *Trulite* LANTERN

Gives a 12 C.P. clear, bright light. It will burn 32 hours continuously with one filling. Easy to light, clean, and fill. Upper part of globe never gets warm enough to break.

ORDER FROM

CAVERHILL, LEARMONT & CO.
MONTREAL





No. 915 Safety Hasp

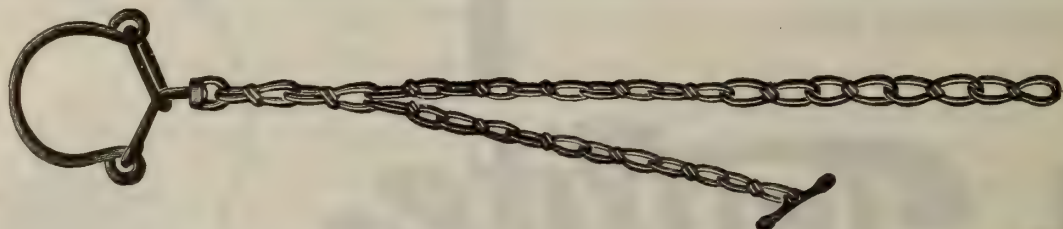
No. 915 Wrought Steel “Safety” Hasps

This Safety Hasp Is Well Named

The screws are all well under the hasp and the staple plate being covered makes it impossible to remove the screws until the lock has been opened. The staple hole is made extra large to allow for shrinking of the door without resetting of staple.

Packed one dozen in a box, with screws and plate staples.

Canada Steel Goods Co., Ltd., Hamilton, Canada



GREENING'S COW TIES

are the Lightest, Strongest and Best Chains on the Market.

Made in six styles and six sizes.

Also Halter, Dog, Kennel, Tie Out and Trace Chains

Manufactured by

The B. Greening Wire Co., Limited

HAMILTON, ONT.

MONTREAL, QUE.



THE
STEEL COMPANY OF CANADA
LIMITED
HAMILTON

**PEACE
REIGNS**

**With Dealers Handling
Our Lines.**

We can give you the
Service and Satisfaction
you require.

**"TIGER BRAND"
White Lead**

Steel and Iron

Horse Shoes and Horse Shoe Nails
"M.R.M. & Bell" "M.R.M." Brands

Railway Track Equipment
Pole Line Hardware

Write Us for Prices and Information.

Sales Offices:

HAMILTON
VANCOUVER

MONTREAL
VICTORIA

TORONTO
ST. JOHN

WINNIPEG
HALIFAX

Wood Screws,
Machine Screws,
Bright Wire
Goods,
Pig Iron,
Cable,
Escutcheon
Pins,
Wing Boot Calks,
Rivets and
Burrs,
Spikes,
Wire Hoops,
"Invincible"
Fencing.

Wrought Pipe,
Lead Pipe,
Bolts and Nuts,
Corrugated
Fasteners,
Wire,
Wire Nails,
Tacks,
Staples,
Shot,
Putty,
Forgings,
Stove Scrapers.



Ninety-seven different styles
of
Hammocks

Hammock Couches with Stands Complete
New Baby Hammocks and Stand

Rich Colorings



No. 727

Our Factory to Dealer selling plan does away with the middleman. Consequently there is a larger margin of profit for Dealers.

Our travellers are now out with a big line of samples. Do not do any placing until you have seen them. It will pay you.

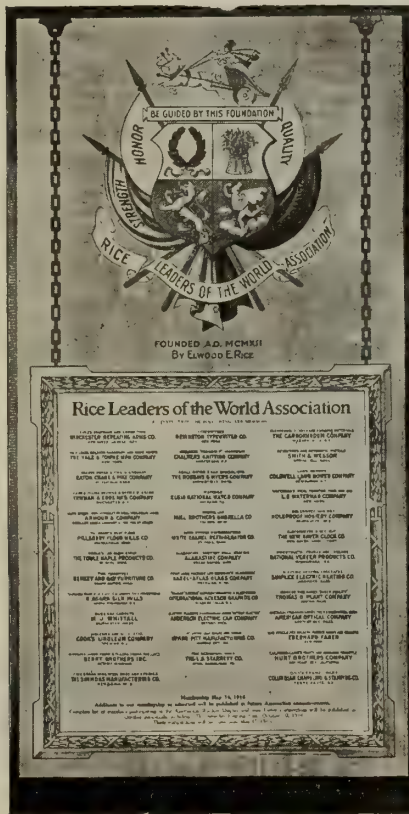
The Galt Robe & Hammock Company
GALT, ONTARIO

SOLD TO JOBBERS ONLY IN EASTERN AND WESTERN CANADA

Starrett Tools

A Rare Chance at a Big Stake

Dealers are rarely offered a chance to earn \$2,000.00 for a couple of hours of their time. Through our membership in the Rice Leaders of the World Association, however, we are able to offer hardware dealers a chance to earn a maximum of \$2,000.00, with 462 chances at various lesser prizes.



Reproduction of the Banner which must be shown in the window display. The original is 20 x 40 inches and handsomely printed in several colors and gold.

The proposition is this — a show window contest is to be held in which dealers handling products made by the Rice Leaders of the World Association may compete.

The contest starts immediately and closes May 15, 1915.

The first prize will be \$2,000.00; the second, \$1,000.00 and so on down the scale; in all 463 prizes, totaling \$15,000.00.

The two chief rules of the contest are, first: that the display shall be made of the product of some member of the Association and, second: that the banner of the Association, shown here and provided free, be included.

Whether a prize winner or not, there will be given every dealer who sends in a photograph of his window dressed for this contest, an album showing the 100 best prize displays. This album alone, is worth more than the effort required to dress the window.

Hardware dealers who wish to enter this contest can obtain the banner and complete instructions by writing to us at Athol or to either of our branch offices. We will also send a copy of our own window display booklet showing many admirable ideas for dressing windows of our goods and giving a few suggestions as to making the displays most effective.

The L. S. Starrett Company

WORLD'S GREATEST TOOLMAKERS

ATHOL, MASSACHUSETTS

NEW YORK

LONDON

CHICAGO, ILL.

42-381

NICHOLSON MADE FILES

Give Your Trade
the Best File Value by
Selling Them

NICHOLSON-MADE- FILES

Help a man to make or save money
—and you make a firm business friend.

By selling your trade NICHOLSON-MADE-FILES, you enable them to get the most file work in the least time at the lowest filing cost.

You show them how to increase output and decrease production cost. All of which means more net profit to them.

That's "good business." It can be made better still by teaching your trade to use MORE NICHOLSON-MADE-FILES. Once they realize the 25% to 50% saving effected by discarding all half-worn files, the demand for NICHOLSON BRANDS will double—to your immediate benefit.

Profit — by profiting your trade with this advice.

"For economy's sake"

Use More

NICHOLSON-MADE-FILES

Brands:

**Kearney & Foo
Great Western
American
Arcade
Globe**

NICHOLSON FILE COMPANY

Port Hope, Ont.

"File Philosophy"—A 50 years' education on files in an hour, and our Catalog, sent FREE on request.

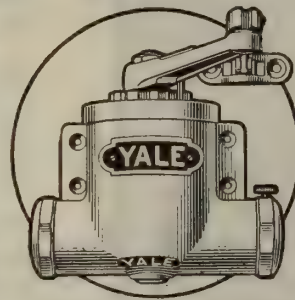
YALE

"The Mark of Quality and Efficiency"

Back of every Yale Door Closing Device

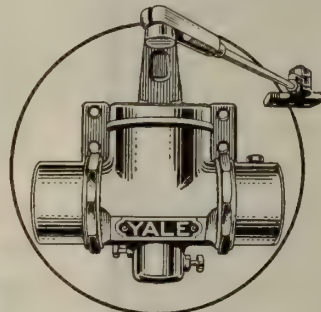
stands the Yale guarantee for quality, performance and durability. You can supply your trade with any Yale Door Closing Device on a 30-days trial with the assurance that it will make good.

Write today for full particulars about our Dealer's Advertising Service and the many ways in which it helps you sell more Yale Products.



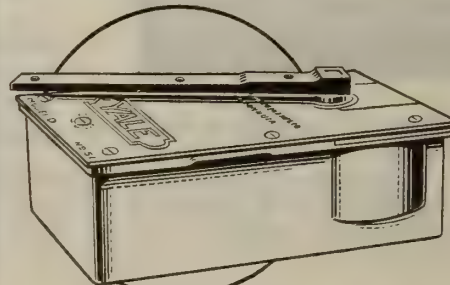
Single-Acting Door Closer

Insures noiseless closing doors. Fits any door. Made in five sizes. Positive in action.



Double-Acting Door Closer

Similar to the Single-Acting Door Closer but intended for doors that swing in both directions.



Yale Checking Floor Hinge

Perform same functions as the Yale Door Closers but is placed on the floor beneath the door.

Canadian Yale & Towne Limited

Makers of Yale Products in Canada:

Locks, Padlocks, Builders' Hardware and Door Closers.

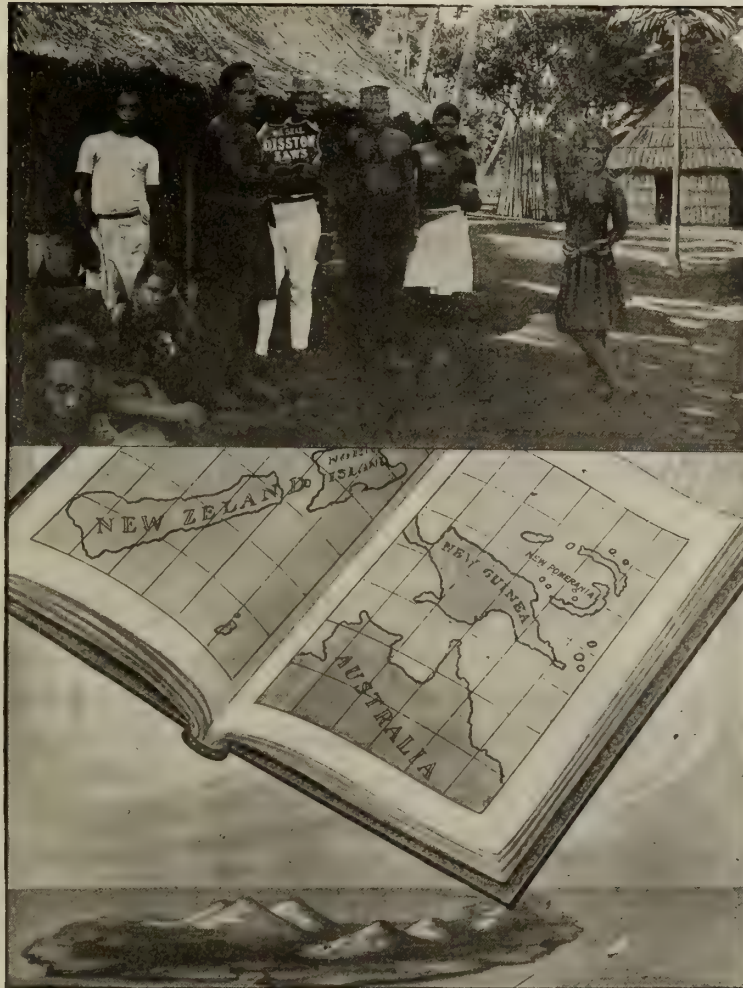
General Offices and Works:

ST. CATHARINES, ONT.



DISSTON BRAND GOODS

QUALITY GUARANTEED



On the Other Side of the World

That Disston products are sold and used in every civilized part of the Globe is a well-established fact, but that their world-wide distribution carries them even into the hands of the semi-civilized peoples of the Southern Seas may not be as generally known.

The photographic proof that Disston Saws have preceded other forms of civilization to these faraway lands is found in the curious picture above. This photograph was brought to us recently by an astounded traveler, who, wandering from the usual tourist paths, made the discovery that the knowledge of Disston Saws was not limited by any political boundaries.

The picture was taken at a little village named Matupi, which is near the port of Rabaul, on the Island of New Pomerania. This island lies about ten days' sail south of Manila, and is now under the jurisdiction of New Zealand.

Are you in line for a larger volume of business by handling a complete Disston line of saws, tools and files?

Send for printed lists of advertising "helps."

Look for This
Brand



Reg. U.S. Pat.
Office

Henry Disston & Sons, Inc.

KEYSTONE SAW, TOOL, STEEL AND FILE WORKS
PHILADELPHIA, U. S. A.

Canadian Works: TORONTO, CANADA

KEYSTONE COPPER BEARING SHEETS

"A Product Without a Peer"

A Note to the Trade: After years of experiments and exhaustive tests by our Metallurgical Engineers, we have demonstrated to the satisfaction of fair-minded critics that **COPPER IN STEEL** makes the best **RUST-RESISTING SHEET** (Steel or Iron) that can be produced—**barring none**. This is one of the greatest improvements ever made in Sheet Metal. We will be glad to mail you a copy of our illustrated pamphlet showing the results of tests made, and also quote you prices.

B. & S. H. THOMPSON & CO., LIMITED

Transportation Building
MONTREAL

Traders Bank Building
TORONTO

SELLING AGENTS FOR EASTERN CANADA FOR

UNITED STATES STEEL PRODUCTS COMPANY

NEW YORK, U.S.A.

Branch Offices, WINNIPEG and VANCOUVER



Fires the first
shot first

You
can't
forget
to make
a Colt
Safe"

A Colt is **S**AFE AGAINST ACCIDENTAL DISCHARGE.
SOUND IN QUALITY AND WORKMANSHIP.
SURE IN GETTING RESULTS.

Colt Automatic Pistols and Revolvers are recognized throughout the world as leading in the battle for supremacy.

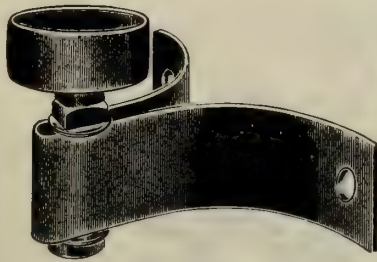
Catalogue showing many models in calibers .22 to .45 will be sent upon request by

COLT'S PATENT FIRE ARMS MFG. CO., Hartford, Conn., U.S.A.

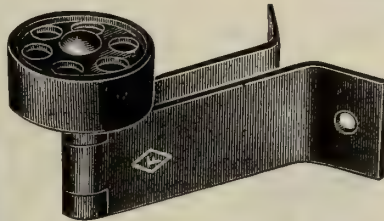
OR

A. MACFARLANE & CO., LTD., Coristine Building, Montreal

Barn Door Stay Rollers. Strong and Durable. Japanned



No. 82—Adjustable



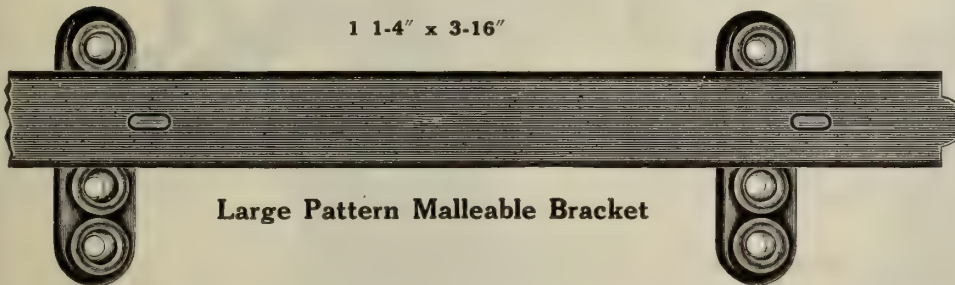
No. 89—Swivel or Hinged



No. 86



No. 84

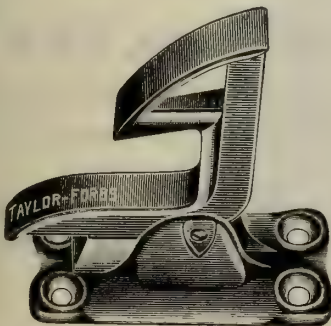


Large Pattern Malleable Bracket

1 1/4" x 3-16"

Steel Barn Door Track

Made in five lengths, viz: 4, 6, 8 or 10 feet. Weight per 100 feet—100 lbs.

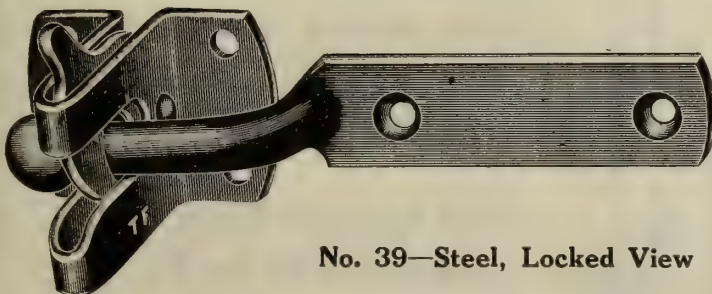


No. 38—Cast

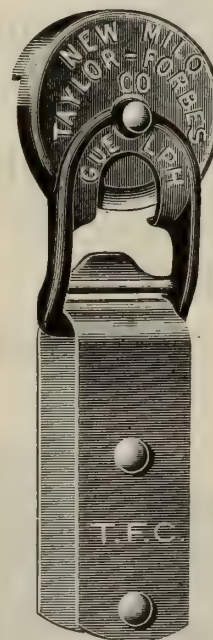
Barn Door Catches

No. 38—Cut one-third size. Japanned.

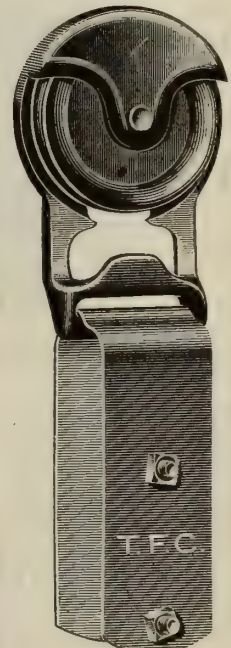
No. 39—Cut half size, Japanned.



No. 39—Steel, Locked View



Front View



Back View

MILO Roller-Bearing Barn Door Hanger

Malleable Iron Frame, Steel Straps and Heavy Bolts.

A Flexible Hanger—easy running for 1 1/4 x 3-16 track. 3 1/2 inch wheels. Japanned black and red.

If your jobber cannot supply you, write us and we will ship immediately.

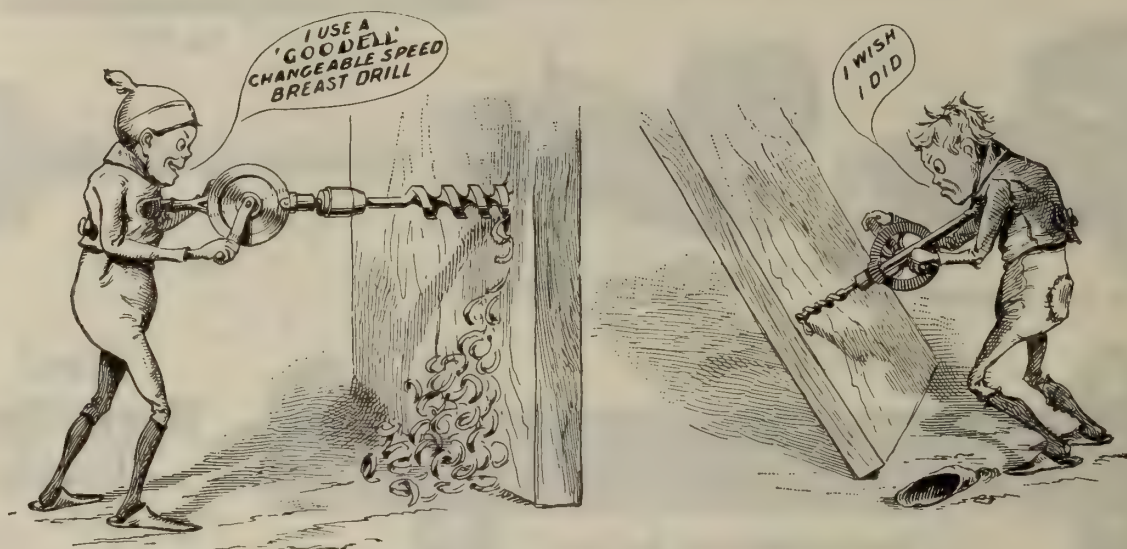
TAYLOR-FORBES CO., Limited

Head Office and Works: GUELPH, Ont.

BRANCHES AND AGENTS:

Taylor-Forbes Co., 246 Craig St., Montreal.
Canadian United Mfrs. Agency, London, Eng.
H. G. Rogers, 147 Prince William St., St. John, N.B.
H. F. Moulden & Son, Travellers' Bldg., Winnipeg, Man.
Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.

Goodell-Pratt Tools are Extraordinary Tools At Ordinary Prices



If Your Business is Hardware—Write Us.

Goodell-Pratt Company, Greenfield, Massachusetts, U.S.A

The Electric Washing Machine

has its own peculiar field, and in that field no other type can approach the

NEW IDEA

Its simplicity, noiseless running, ease of operation, Lasting Qualities, and the Perfect results obtained, make it above all others THE washer for the home.

Special Features

Revolving, Removable Tub and Swing ing Wringer that runs in either direction at any position.

SAFETY FIRST mechanism placed at side, not on tub.

TAKES its power from an ordinary light socket.

WASHES or WRINGS at the same time or separately.

NO LABOR except to feed and empty machine.

A DEMONSTRATION MEANS A SALE.

Sold through Jobbers.



Write us for particulars.

CUMMER-DOWSWELL, LIMITED
Hamilton, Ontario

Robt. Sorby & Sons, Ltd.

SHEFFIELD, ENGLAND

announce that they can make immediate delivery of tools from stock at Winnipeg.

We have a huge stock and the war in Europe is not affecting our deliveries.

ORDERS TO

THE GEO. H. SAYWELL CO.
WINNIPEG, MAN.

The Side with the Best Stove Wins!

In the campaign for more business that merchant with the best goods to offer captures the trade.

Therefore, Mr. Dealer, you should have these two models in your front line of attack this fall.



GURNEY-OXFORD OAK

A new design, but already one of the most popular heaters on this continent.

Plain "mission" design.

Nickel trimmings lift off and can be cleaned in the most convenient place.

Duplex grates.

A heavy fire-pot.

Designed for most heat with the greatest economy of fuel.

You will find that this is one of the most popular heaters you ever offered for sale.



OXFORD FIRESIDE BASE BURNER

A moderate-priced burner.

A burner that gives excellent results for every pound of fuel.

Not too large for a moderate size room.

A handsomely designed and trimmed stove.

Duplex grates.

Full mica lights.

Base-burner construction.

Large fire-pot which comes out through front door.

Size of base 18½" square.

In every way a splendid stove and a quick seller.



The GURNEY FOUNDRY CO., Limited

ESTABLISHED 1843

Toronto

-

Canada

HARDWARE AND METAL

WHITMAN & BARNES

TWIST DRILLS
CARBON AND
HIGH SPEED

WRENCHES
SCREW AND
DROP FORGED

W

B

REAMERS
CARBON AND
HIGH SPEED

CO

COTTERS
CHISELS
PUNCHES, ETC.

Users recognize "W & B" tool quality, backed by 60 years' uninterrupted manufacturing experience. Stock this established line and increase sales. If your jobber cannot supply, write us and we will see that you are supplied. Send for catalog No. 82-H.

THE WHITMAN & BARNES MFG. CO.

Established 1854

Office and Factory, ST. CATHARINES, Ont.

Stocks Carried at Winnipeg and Montreal

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NAILS

"FROM ORE TO
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PRODUCT"

**Dominion
Iron & Steel
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DELIVERY
FROM STOCK**

A Good Profit on Every Dollar Invested in this Range

The CROWN FAVORITE in its new semi-plain dress is undoubtedly one of the classiest and handsomest low-priced Steel Ranges ever offered to the trade. MADE IN FOUR SIZES, 14", 16", 18" and 20" Ovens. With 8" or 9" Pot holes, as desired.



The 20-inch Oven
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Let us prove this
statement.

Can be Fitted to Burn Coal Only, Wood Only or Both if Desired

The Covers and Fire-Box Linings are extra heavy. Bodies are made of Wellsville Polished Steel. Encased Reservoir with Large Copper Tank, Pouch Feed, Drop Poker Door, Large Ash Pan and Duplex Grates. Fully equipped High Closets with Drop or Roll Door, as desired.

As a matter of fact, the CROWN FAVORITE embodies all the features of merit usually found in Ranges sold at a much higher price.

GET OUR PRICES ON THIS QUICK-SELLING RANGE. THEY WILL INTEREST YOU, OR BETTER STILL, ORDER A SAMPLE. YOU TAKE NO RISK. THEY ARE GUARANTEED.

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"Jewel" Base Burners

2

Well-Known
Lines.

Thoroughly
Reliable and
Popular with
Their Users.



The Ideal Jewel



The Modern Jewel

THE IDEAL JEWEL might well be spoken of as **The King of Base Burners**. It is very handsomely designed and is a high-class Heating Stove in every respect. It is easily the most effective **Double Heater** made.

Sizes Nos. 314 and 415, with or without oven.

THE MODERN JEWEL is a most popular heater of medium size and very moderate in price. It is also handsomely designed and is a **Double Heater**. The Revolving Duplex Grates and shaking ring produce, to the greatest possible extent, **Economy of Fuel**.

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A "JEWEL" stove agency means satisfied, permanent customers.

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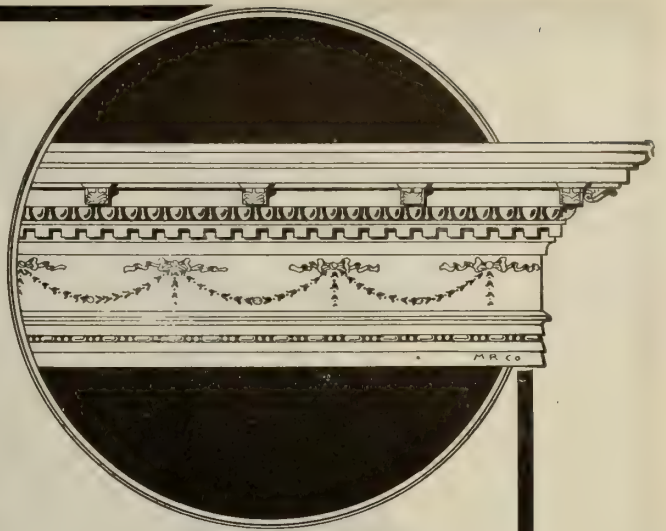
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It's good business to recommend

"Metallic" Cornices

If you are building a new store or rebuilding the old one—or if anyone in your town is doing so — recommend "Metallic" Building Materials — have them specified in the contract.

We supply "Metallic" Cornices in a great variety of styles, and are particularly well equipped to turn out special orders of the simplest or most elaborate patterns. We are always ready to help in designing cornices that will harmonize with building plans, and there are many occasions when a little correspondence would clinch a large order for you. Write for full particulars.



THE METALLIC ROOFING COMPANY, Limited

Manufacturers

TORONTO and WINNIPEG

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CARTRIDGES

We Load for the World!

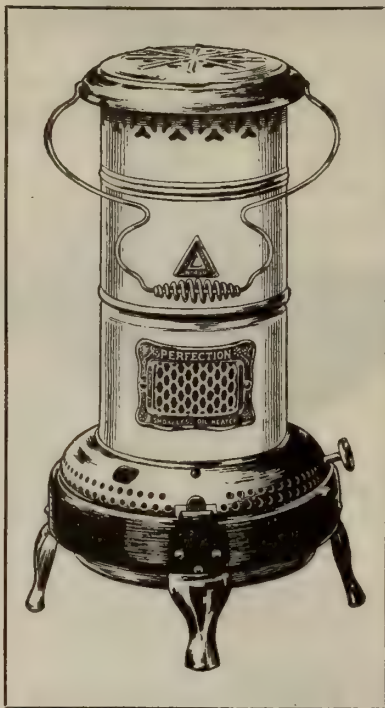
No Ammunition Manufacturer or **Loader** handles or loads a greater variety of shot gun powders than ourselves, consequently our experience of the styles of powders and the specification of loads which give the greatest satisfaction to sportsmen is second to none.

Eley Smokeless Shot Gun Powder (33 gr. class) is inferior to no other powder. 33 grains is the Eley Standard load, and that this will do the work more satisfactorily than heavier loads of other powders is one of its merits. This load gives results equal to $3\frac{1}{4}$ drs. of other bulk smokeless powders.

ELEY CARTRIDGES are shot in the snows of Canada, the heat of Central Africa and India, and elsewhere throughout the world.
SOLD BY ALL GUNMAKERS AND AMMUNITION DEALERS.

ELEY BROS. (CANADA), LIMITED, NORTH TRANSCONA, MAN.

ELEY BROS., LTD., LONDON.

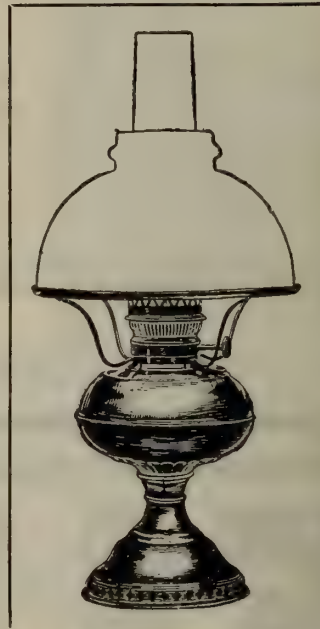


THE BEST WAY TO BURN OIL

It's bad business to sell your customers a lamp that smokes. Sooner or later you hear from it.

Rayo LAMPS

don't smoke because they are built right. They mix oil with air in just the right proportions—consequently you get a clear, bright flame, without a trace of smoke or smell.



PERFECTION SMOKELESS OIL HEATER

are odorless, smokeless, easy to clean and easy to re-wick. Brass or leaded steel founts, patent smokeless, self-locking flame spreader, brass gauze window.

Perfection heaters are an ornament in any room, yet they are strongly made. They have been advertised and known to Canadian housewives for years—the very thing for early Fall use, and, later, for the cold snaps when extra heat is needed.

Your customers will want Perfection Heaters; and incidentally tell them that—

Royalite Oil Gives Best Results

THE IMPERIAL OIL COMPANY, LIMITED

Toronto
Ottawa
Halifax

Montreal
Quebec
St. John



Winnipeg
Calgary
Regina

Vancouver
Edmonton
Saskatoon



The OLD HOMESTEAD

Burns any fuel

*A steel Range
suitable for small
hotels, boarding
houses, or large
families*

Large and durable. Made of heavy polished and oiled blue steel sheets with cast iron flue, and with the best workmanship. Six nine-inch covers, roomy fire-box, size of oven 20 $\frac{1}{4}$ in. by 20 $\frac{1}{4}$ in. by 15 in. Tank of cold rolled, planished, fourteen-ounce copper holds thirteen gallons.

Pays a splendid profit. Write for price.

We use nothing but highest grade of pig iron for our castings. This accounts for the excellent finish of our goods.

The Western Foundry Company,
Wingham, Ont. **Limited**



DAVIDSON'S PREMIER ROYAL

**A well-constructed cast
range**

**A good baker and sells for a most
reasonable figure.**

It's a real beauty.

Lasts for life.

There are mighty few stoves that can come anywhere near it for style, finish and harmonious appearance.

Fire-box is extra large and will retain fire day and night for 36 hours.

A single damper controls both fire and oven; a sliding knob on top of stove enables operator to secure any degree of heat required.

Easy to sell. Write for catalogue and prices.

The Thos. Davidson Mfg. Co., Ltd.
Montreal Winnipeg Toronto

Two sizes, 18 and 20-inch ovens.

**You can wheel the biggest stove
around in a jiffy**

**to where the customer can best see it
if you use**

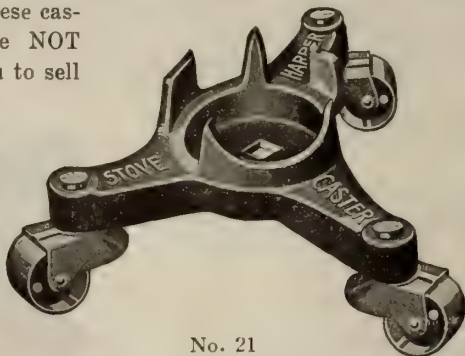
Harper Handy Castertrucks

You no doubt have handicapped your stove sales at times, by not being able to allow your customers to look at all sides of a stove on account of its weight.

Remember these castertrucks are NOT made for you to sell

—they are for you to use, and to increase stove sales.

They will last you indefinitely.



No. 21

Chicago Hardware Foundry Co.
NORTH CHICAGO, ILL.

**Gas Companies and the Public demand
a Strong, Durable Gas Mantle with a
high candle power, and at popular
prices. The Trade can now absolutely
rely upon being able to supply such a
mantle in the Laddite.**

Awarded
Gold Medal
Franco-
British
Exhibition
1908.

Mantles
made and
supplied for
oil, gasoline
air gas,
acetylene,
and light-
houses.

THE STAR OF THE
MANTLE WORLD



The Mantle HARDENS
and INCREASES in
Candle Power as it burns

Full
particulars
of the
merits of
the Laddite,
together
with terms
for
wholesale
and retail
trade,
furnished on
application.

**Millions of Laddite Mantles now in use
throughout Great Britain and abroad.**

Manufacturers under the "Laddite Process."

The Hamilton Gas Mantle Co.
LIMITED

18-24 Ferguson Ave. N., Hamilton, Ont.

A LITTLE GIRL can make GOOD BREAD with the "CANUCK" BREAD MIXER.

It is so simple and easy to operate, and if the DIRECTIONS ARE CAREFULLY FOLLOWED, SUCCESS IS ABSOLUTELY CERTAIN every time.



ONE IMPORTANT THING—ALWAYS put ALL THE LIQUIDS in FIRST. AFTERWARDS put in all the flour. Then stir for 2½ minutes, and ALL the dough will form on the kneading rod. The inside of the pail will be perfectly clean.

LIQUIDS FIRST—flour afterwards—and we guarantee the result.

Anybody can make good bread with a "CANUCK." We can do it ourselves. We have done it. We are doing it. And we can show you the result—fine-grained, light, digestible bread—better bread than you ever tasted in your life.

Are you skeptical? Then try a slice next time you visit us, and become a "CANUCK" convert.

A "CANUCK" in the family means clean, wholesome, succulent, sanitary bread, made at home, in quick time, from known ingredients.

A "CANUCK" in the family means patriotic appreciation of home industries, and a genuine interest in keeping "the wheels turning" for Canadian workmen.

Two sizes—4 and 8 loaf.

Instruction and recipe book with each Mixer. Write for advertising matter.



ALL the dough forms in a ball on the kneading rod, and NONE remains in the pail, if directions are followed.

E. T. WRIGHT COMPANY, LIMITED, HAMILTON, CANADA

CANADIAN ROLLING MILLS CO., LIMITED WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

Notice to the Hardware Trade

Our Liverpool house is in close touch with all the British buying centres and also with the European markets that are still open. If there are any goods you require which under present extraordinary circumstances you are unable to secure from your usual channels, kindly let us have particulars, and if the goods are at all obtainable, we will get you lowest prices promptly by cable.

WEST INDIA COMPANY, LIMITED

ST. NICHOLAS BUILDING

MONTREAL

The Niagara Pattern

This pattern is exceptionally graceful and pleasing in outline, and the design has the artistic simplicity of the best modern craftsmanship.

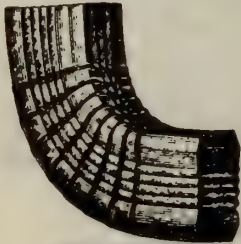


Our determination to maintain the highest standard and the attention given to every trifling detail in the manufacture of our silverware mean highly pleased customers.

The McGlashan, Clarke Co., Limited
Niagara Falls, Canada
Sales Manager, Mr. N. F. Gundy, 61 Albert St., Toronto, Ont.



Our Corrugated Iron is deeply stamped, absolutely uniform and straight



Eavestroughs, conductor pipe, elbows, ridge roll, valleys, skylights and ventilators.

We ship while others are thinking about it.

Wheeler & Bain, TORONTO



PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
PEMBROKE - - - ONTARIO

**MADE IN
CANADA**



*It's a Pink any-
way you take it,
and it's the best
Peavey made.*



TOBOGGANS

Get prices now

J. E. BEAUCHAMP & CO.
Coristine Building MONTREAL

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper



1303 Casserole with Green Fireproof Lining.

The Pie Plate and Casserole Season Is Open

A line of these goods is necessary to complete the stock of any up-to-date hardware store.

Our line includes bakers' pie plates and casseroles in guernsey, green, and white linings—all fireproof. Made in Nickel Silver and Britannia Metal and having the trade-mark of



Standard Silver Co. of Toronto, Limited

HOW TO MAKE THE SECOND-HAND STOVES LOOK LIKE NEW

Last season our job plating department renickeled over three thousand sets of stove trimmings, and this season, owing to the unusual large quantity arriving daily, we have been obliged to increase the capacity of this department, and are now in position to renickel and return your sets the day following receipt of them. This quick service and high-class work appeals to the dealers, who have found that by investing a few dollars in renickeling the trimmings, the second-hand stoves sell quickly, and at a much better price—the customer is pleased with the really new appearance,—and you get a few dollars extra profit.

Just take a look at your stoves, and if you have any that need attention, take the trimmings off, wrap each piece separately, and send them to us. The cost is very slight, from three to five dollars per set. If you want to see a sample of our plating, just examine a Canadian Queen Electric Iron, which is conceded by all to have the highest grade finish possible.

Send along a few sets now.

THE FLEXIBLE CONDUIT CO.

LIMITED

Job Plating Dept.

GUELPH, CANADA

THE CLARK AUTO HEATER



EVERY COLD DAY IS A PROFIT DAY

FOR DEALERS WHO SELL THE

Clark Indestructible Steel Heaters

for Automobile, Wagon, Sleigh or Carriage.

There is a great and growing demand for this, the advertised line of heaters.

Order an assortment from your jobber now and get this business in your community.

It will pay you and every heater you sell makes a permanent winter market for you on the Clark Carbon fuel.

Write for our 1914 catalogue. It's a beauty.

Chicago Flexible Shaft Co.

250 Ontario St., Chicago

Clark Carbon

Ignites Easiest
Heats Strongest
Lasts Longest

of all Heater Fuels.

*It's the kind that al-
ways comes awfully
good.*

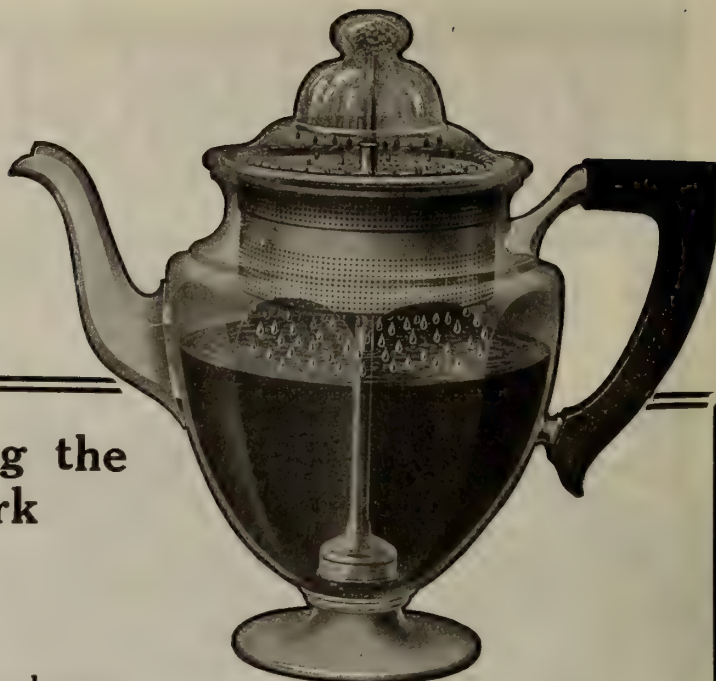
*There is no come back
It always makes good*

It's Easy To Sell

Coffee Percolators bearing the
"Universal" Trade-Mark



as their superiority is recognized by every house-
keeper. Is your stock complete?



X-Ray view, showing "Universal"
method of percolation.



Made of Pure Aluminum, Highly
Polished. Ebonized Handles.

No. 74	Capacity 4 Cups,	\$3.50
No. 76	Capacity 6 Cups,	4.00
No. 79	Capacity 9 Cups,	4.50
No. 714	Capacity 14 Cups,	5.00



Made of Copper, Nickel-Plated.
Ebonized Handles.

No. 52	Capacity 2 Cups,	\$2.50
No. 54	Capacity 4 Cups,	2.75
No. 56	Capacity 6 Cups,	3.00
No. 58	Capacity 8 Cups,	3.50
No. 510	Capacity 10 Cups,	4.00



Made of Copper, Nickel-Plated.
Ebonized Handles.

No. 44	Capacity 4 Cups,	\$2.25
No. 46	Capacity 6 Cups,	2.50
No. 48	Capacity 8 Cups,	2.75
No. 410	Capacity 10 Cups,	3.00



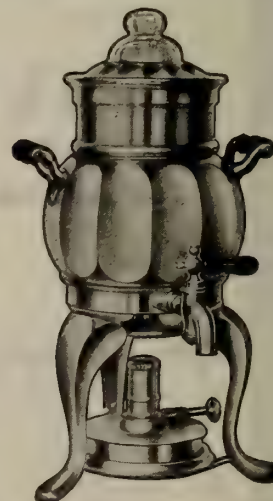
No. E 9136—Electric Coffee
Urn, \$9.00 to \$10.75.



No. E 9637—Electric Coffee
Percolator,
7 Cups \$7.50 to \$8.75

Write for information regarding our Free Advertising
Service—It helps to sell your goods, and links your store up
with our National Advertising. For prices, etc.,

Write to your Jobber or direct to Us.



No. 406—Coffee Urn.
Sizes 4 to 9 Cups,
\$12.50 to \$15.00.

Landers, Frary & Clark, New Britain, Conn.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVI.

TORONTO, OCTOBER 10, 1914.

No. 41

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SUBSCRIPTION PRICE—Canada, Great Britain, South Africa and the West Indies, \$2 a year; United States, \$2.50 a year; Other Countries, \$3 a year; Single Copies, 10 cents. Invariably in advance.

Fills the Bag and Increases Turnover

Your customers demand Dominion Ammunition—they know that eye and gun linked up with dependable cartridges — Dominion Cartridges—means good sport and successful sport.

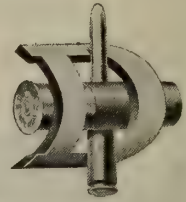
The steady call for Dominion Cartridges means live stock that moves—clean shelves that present an attractive appearance and increased sales of guns and other hunters' supplies.

Dominion—the only Ammunition entirely made in Canada.



Dominion Cartridge Co., Ltd.

MONTREAL



Every Inch of

"QUEEN'S HEAD" Galvanized Iron

Is thoroughly and uniformly galvanized
This means uniform wear.

John Lysaght, Limited

Makers

Bristol, Newport and Montreal]

A. C. Leslie & Co., Limited

MONTREAL

'Managers Canadian Branch



“DOMINION”

Charcoal! Tinplates

High-grade genuine Charcoal Plates
Tissue Packed

***Specify "DOMINION CROW
on your next order.***

A. C. LESLIE & CO., Limited

MONTREAL

HARDWARE AND METAL

Vol. XXVI:

OCTOBER 11, 1914

No. 41

The Mainspring in Retail Stove Selling

Types of Customers Encountered at This Season of the Year--
How One Stove Salesman Acquired the Selling Knacks.

Written for Hardware & Metal by David G. George.

THE mainspring in moving stoves off the floor is the live retail salesman who has his ammunition ready in the shape of a well-thought-out well-balanced selling plan—who has acquired the knack of sizing up his customers, with perhaps the assistance of the sales-promotion department of the manufacturer.

Of all the customers with whom the retail salesman comes in contact at this season of the year, probably the one who requires the most tactful handling is the customer who says, "I am just looking around." Customers of this kind are quite numerous during the month of October, and although they say they are just looking around, you can safely say that 90 per cent. of them have sufficient money in their pockets to purchase a stove outright or make a good initial payment or deposit. The "looking around" customers are real live prospects for the live salesman who knows how to handle them.

There are several classes of customers. There is the customer who has almost made up her mind to purchase a stove similar to one owned by a neighbor or friend. Then there is the "show-me" customer who starts out almost prejudiced against all makes of stoves and does not believe that any make of stove is up-to-the-mark. Still another type of customer is the one who closely follows the newspaper advertisements, and after reading the many claims put forth by various manufacturers, she really does not know which stove she likes best. As far as she can figure out, there are several makes of stoves which have many desirable features, but as the buying of a range or heater is one of the events of a lifetime, the customer naturally wants to secure the most value for her money, both in appearance and efficiency. There is also the customer who frankly admits that she wants a stove, but will

have to visit all the stores before she makes a decision. She meets all kinds of salesmen—the price-cutting salesman—the salesman who talks too much—the salesman who does not talk enough—the salesman who talks enough but does not say the right things—the salesman who talks over the customer's head—the salesman who runs down his competitors' line of stoves—the salesman who does not study his customer—the salesman who does study his customer—the salesman who makes the sale—many of them are called salesmen, but they do not make sales.

Those mentioned are only a few of the many types of customers who are encountered at this season of the year, and they afford a remarkable field of study for the retail salesman. Occasionally you will find a customer who is largely guided by price. This seems to be the main consideration and she wants a lot for her money. This type of customer is greatly in the minority, and is rapidly disappearing. The majority of stove customers want their money's worth, but they want stoves which will be efficient and they are willing to pay a fair price for a good stove—but they have to be shown. The stove field, like many others, is what you might term, "worked to the limit." Manufacturers spend large sums of money each year in advertising their respective lines of stoves and in sales-promotion work. Mail order houses work the stove trade hard. Furniture stores, easy payment concerns and peddlers endeavor to secure a good share of trade, while other manufacturing concerns sell direct to the consumer. There seems to be an endless chain of retail firms selling stoves.

Although competition is admittedly keen, the bulk of the trade passes through the hands of the retail hardwareman. Why does the hardware man secure such a large trade? There are

several reasons, but the principal reasons are that stoves are a hardware line, and that there are hundreds of real live stove salesmen in Canadian hardware stores to-day who are making a study of stove problems and stove customers, and who are making the best of their opportunities. They are backed up in the work by the national advertising of the manufacturers and the selling helps which the latter provide. These salesmen are in a class by themselves, and they have not reached their present degree of efficiency without constant study. A man may spend 40 years behind a retail counter and never become a stove salesman. On the other hand, a man who applies himself to the work and studies stoves and human nature, can become proficient within a reasonable time. This does not mean that he will learn all there is to learn about stoves, for the man who knows it all has never yet been found. Occasionally you find a man who thinks he knows it all, but he is only deceiving himself.

The successful retail stove salesman not only needs to know something about the line he is selling but he needs to know how to impart the information to a prospective customer. He must not talk over the customer's head by trying to impart technical information which is liable to confuse the customer.

You seldom find two prospects alike. Each one is a separate study, and the salesman who knows how to handle each individual customer is the man who generally gets the business.

One of the best retail stove salesmen in this country to-day was a few years ago engaged as a church janitor. The church was destroyed by fire and the janitor being temporarily out of work, secured a temporary position with a retail hardwareman who was a member of the church. The janitor's new duties consisted of assisting in the stove de-

(Continued on page 43.)

Stoney Creek, Sept. 1st, 1914.

To our Friends and Customers:

It is with a great deal of pleasure we take this means of thanking you for your patronage since we opened for business nearly two years ago, and especially those who first patronized us, for to-day we have a Hardware Store established to meet your needs.

Our policy is to render to you the best and quickest service it is possible to give. We fully appreciate that a satisfied customer is our greatest asset, and the customer must be satisfied or the money will be refunded.

We ask your careful perusal of this, our first Catalogue, and please do not destroy it, but keep it for future reference, as we will send you circulars from time to time referring to important items advertised in this Catalogue.

The articles we offer for sale through this Catalogue are all reliable goods and excellent values at the prices named. We expect the goods we sell you to bring us further orders, not only from yourself, but from your neighbors. All prices have been carefully revised, but on account of unsteady markets just now, we cannot guarantee the prices but will always fill orders at best prices possible. Some articles on account of space necessary and others of short season, we carry full stocks only in their season. However, we try to keep in stock always the goods advertised in this Catalogue. Then again, we have goods that are not in this Catalogue, and new ones come in, so if you cannot find it in here we may have it in stock or will get it for you with the greatest despatch.

Many things in this Catalogue you can order sent by Parcel Post. On \$10.00 or over for goods from this Catalogue we will prepay freight or express charges to you upon receipt of prices of goods. Use the enclosed Order Sheet and Envelope, and let us know when you want more.

Will you give us a trial order?

Yours sincerely,

PIONEER HARDWARE STORE.
(John H. Lee.)

Retail Hardwareman at Stoney Creek Issues a Mail Order Catalogue—An Effort to Offset the

JOHAN H. LEE, proprietor of the Pioneer Hardware Store at Stoney Creek, Ont., a town of 600 inhabitants, has made an aggressive move against the competition of the large mail order houses by issuing a mail order catalogue, which he has distributed throughout the community in which his store is located. The catalogue consists of 32 pages, is well illustrated, and contains descriptions and prices of an extensive range of hardware goods. A cord has been inserted in the corner of the catalogue and recipients are requested to "Please hang up for reference."

When mailed out, each catalogue contains an addressed return envelope and an order form, a cut of which accompanies this article. The order form measures $8\frac{1}{2} \times 10\frac{1}{2}$ inches.

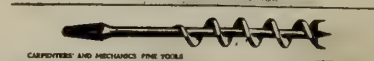
On the first page of reading matter appears an introduction, accompanied by a likeness of Mr. Lee, the proprietor of the Pioneer Store. The introduction appears in one of the accompanying panels.

The second page of reading matter is devoted to general information. This also appears in one of the accompanying panels. One of the special features is the offer made to send goods by parcel post, providing any parcel is not over 3 ft. 6 inches long, and not over 2 feet 6 inches in girth, on the following scale: 50 cents or over, order of goods not over 1 pound; 75c or over, order of goods not over 2 lbs. in weight; \$1 or over, order of goods not over 3 lbs. in weight; \$1.25 or over, order of goods not

[illegible]

Reproduction of upper portion of order form which was inserted with addressed return envelope, in the catalogue. The form is printed on pink paper and measured 8½ x 11 inches. Spaces are provided for name of customer, P. O. address, R. R. station, Date, How ship, amount enclosed, also 19 spaces for listing the goods wanted. The form is much similar to those sent out by large mail order houses.

JOHN H. LEE, STONEY CREEK, ONT.



CARPENTERS' AND MECHANICS' FINE TOOLS

Compasses		Scribe		Angle Size	
1-12 in.	25	1-12 in.	25	1-12 in.	25
1-18 in.	35	1-18 in.	35	1-18 in.	35
1-24 in.	45	1-24 in.	45	1-24 in.	45
1-30 in.	55	1-30 in.	55	1-30 in.	55
1-36 in.	65	1-36 in.	65	1-36 in.	65
1-42 in.	75	1-42 in.	75	1-42 in.	75
1-48 in.	85	1-48 in.	85	1-48 in.	85
1-54 in.	95	1-54 in.	95	1-54 in.	95
1-60 in.	105	1-60 in.	105	1-60 in.	105

Scribe		Angle Size	
1-12 in.	25	1-12 in.	25
1-18 in.	35	1-18 in.	35
1-24 in.	45	1-24 in.	45
1-30 in.	55	1-30 in.	55
1-36 in.	65	1-36 in.	65
1-42 in.	75	1-42 in.	75
1-48 in.	85	1-48 in.	85
1-54 in.	95	1-54 in.	95
1-60 in.	105	1-60 in.	105

SET STOCK DRILLS FOR IRON OR WOOD

1-12 in.		1-18 in.		1-24 in.	
1-12 in.	25	1-18 in.	35	1-24 in.	45
1-18 in.	35	1-24 in.	45	1-30 in.	55
1-24 in.	45	1-30 in.	55	1-36 in.	65
1-30 in.	55	1-36 in.	65	1-42 in.	75
1-36 in.	65	1-42 in.	75	1-48 in.	85
1-42 in.	75	1-48 in.	85	1-54 in.	95
1-48 in.	85	1-54 in.	95	1-60 in.	105

1-18 in.		1-24 in.		1-30 in.	
1-18 in.	35	1-24 in.	45	1-30 in.	55
1-24 in.	45	1-30 in.	55	1-36 in.	65
1-30 in.	55	1-36 in.	65	1-42 in.	75
1-36 in.	65	1-42 in.	75	1-48 in.	85
1-42 in.	75	1-48 in.	85	1-54 in.	95
1-48 in.	85	1-54 in.	95	1-60 in.	105

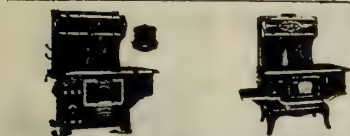
CHARLES' PAT. No. 2, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100, 101, 102, 103, 104, 105, 106, 107, 108, 109, 110, 111, 112, 113, 114, 115, 116, 117, 118, 119, 120, 121, 122, 123, 124, 125, 126, 127, 128, 129, 130, 131, 132, 133, 134, 135, 136, 137, 138, 139, 140, 141, 142, 143, 144, 145, 146, 147, 148, 149, 150, 151, 152, 153, 154, 155, 156, 157, 158, 159, 160, 161, 162, 163, 164, 165, 166, 167, 168, 169, 170, 171, 172, 173, 174, 175, 176, 177, 178, 179, 180, 181, 182, 183, 184, 185, 186, 187, 188, 189, 190, 191, 192, 193, 194, 195, 196, 197, 198, 199, 200, 201, 202, 203, 204, 205, 206, 207, 208, 209, 210, 211, 212, 213, 214, 215, 216, 217, 218, 219, 220, 221, 222, 223, 224, 225, 226, 227, 228, 229, 230, 231, 232, 233, 234, 235, 236, 237, 238, 239, 240, 241, 242, 243, 244, 245, 246, 247, 248, 249, 250, 251, 252, 253, 254, 255, 256, 257, 258, 259, 260, 261, 262, 263, 264, 265, 266, 267, 268, 269, 270, 271, 272, 273, 274, 275, 276, 277, 278, 279, 280, 281, 282, 283, 284, 285, 286, 287, 288, 289, 290, 291, 292, 293, 294, 295, 296, 297, 298, 299, 300, 301, 302, 303, 304, 305, 306, 307, 308, 309, 310, 311, 312, 313, 314, 315, 316, 317, 318, 319, 320, 321, 322, 323, 324, 325, 326, 327, 328, 329, 330, 331, 332, 333, 334, 335, 336, 337, 338, 339, 340, 341, 342, 343, 344, 345, 346, 347, 348, 349, 350, 351, 352, 353, 354, 355, 356, 357, 358, 359, 360, 361, 362, 363, 364, 365, 366, 367, 368, 369, 370, 371, 372, 373, 374, 375, 376, 377, 378, 379, 380, 381, 382, 383, 384, 385, 386, 387, 388, 3

Page taken from the tool section of the
catalogue. Size of catalogue page is
7½ inches x 10 inches.

over 4 lbs. in weight; \$1.50 or over, order of goods not over 5 lbs. in weight; \$1.75 or over, order of goods not over 6 lbs. in weight; \$2 or over, order of goods not over 7 lbs. in weight; \$2.50 or over, goods not over 8 lbs. in weight; \$3 or over, order of goods not over 9 lbs. in weight; \$3.50 or over, order of goods not over 10 lbs. in weight. Freight is prepaid on orders of \$10 and over.

The accompanying reproductions of pages from the catalogue will give a general idea of how the goods are illustrated. The divisions of space for the respective lines are as follows:—Pages 3, 4, 5 for tools and builders' hardware; pages 6 and 7 for fruit growers' everyday tools, harvest tools, carriage hardware, and handy things for farm and shop; page 8 for washing machines, wringers, etc.; page 9, miscellaneous hardware, including cross-cut saws, axes, shaving supplies, watches, clocks, table cutlery, carving sets, pocket cutlery, guns and ammunition; pages 10, 11, fishing tackle, sporting goods, household goods, mitts, robes, blankets, vegetable seeds, poultry raisers' supplies; page 12 is devoted to dairy supplies and stock foods, etc.; pages 13, 14, to paints, varnishes and kalsomines; pages 15, 16, 17 feature stoves of various kinds; page 18, vacuum cleaners and furniture; page 19, scales, garden tools and farm implements; page 20, harness, parts of harness, and stable supplies; page 21, step-ladders, fruit picking and extension ladders; page 22, roofing; page 23, cistern, well and house pumps, sinks,

18 THE PIONEER HARDWARE STORE

[illegible]

This Ideal Super Heater, \$48.00. This heater has given every satisfaction anywhere we have sold it. It is a beautiful and comfortable heater for any room. It is a double burner heater restoring fire fast, and the heater gets the cleanest burning of any heater having it close to get it. Come in and we will show you the construction that throws the heat down on the floor.

All stores have and register to sell.
Perfection Hot Heater Works, Inc. South

It is a misfortune that we cannot show quality on paper.

Farmers.

Another is addressed to builders and deals with window glass, as follows:—

Mr. Lee has taken an aggressive step toward combatting the inroads of the large mail order houses, and should be able to secure valuable patronage as a result of his aggressiveness.

At the top of each page of the catalogue appears "The Pioneer Hardware Store—John H. Lee, Stoney Creek, Ont." At the bottom of each page appears a short catchy phrase; no two phrases are alike. The following are some of them:—Business is a battle; Modern methods win; Mail orders are given prompt and special attention; A square deal for everybody; For spray pump accessories see spring circulars about March 1; Do not turn over too hurriedly; How easy it is to order by mail, try us; We never tire of taking pains to please; Full list of seeds in circular March 1; We stand behind everything we sell; A weigh scale is necessary on every farm; Buy furniture from us, you save 10 to 20 per cent.; Our robe, blanket and mitt circular ready November 1; A good strong ladder is needed around any place; We solve the roofing question for you; Want any information in our line, call telephone; Nos. 145, ring 4. Pleased to answer questions; Satisfied customers our aim; Big Ben for the rising generation, page 9; Get our wire fence circular, January, 1915; If you are going to build, it will pay you to get our prices on quantity; A satisfied customer is our greatest asset.

SPECIAL NOTICE.

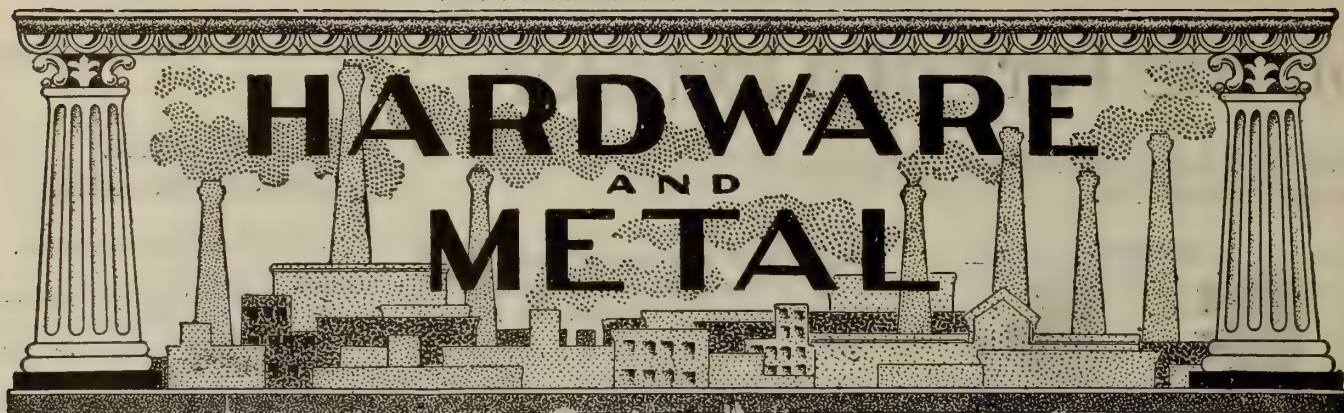
We will send goods by Parcel Post, prepaid, on the following scale, providing any parcel is not over 3 feet 6 inches long and not over 2 feet 6 inches in girth:

50c or over, not over 1 lb. weight.
75c or over, not over 2 lbs. weight.
\$1.00 or over, not over 3 lbs. weight.
\$1.25 or over, not over 4 lbs. weight.
\$1.50 or over, not over 5 lbs. weight.
\$1.75 or over, not over 6 lbs. weight.
\$2.00 or over, not over 7 lbs. weight.
\$2.50 or over, not over 8 lbs. weight.
\$3.00 or over, not over 9 lbs. weight.
\$3.50 or over, not over 10 lbs. weight.

Give us a trial order and see for yourself how easy it is to shop by Mail.



*Page taken from the paint section of the
catalogue. Size of catalogue page is
7½ inches x 10 inches.*



VOL. XXVI. No. 41

Toronto, Canada, October 10, 1914

Two Dollars per Year

The Glass Situation

WHILE the demand for glass is not heavy there is a great deal of competition for the business which is passing. Imports from Belgium have stopped and it is understood that many of the Belgian glass factories were located in districts which have been devastated by the effects of war. Even after the war ceases there will be considerable delay before these factories can be rebuilt and placed in running order. American glass jobbers have invaded the Canadian field and in some cases have sold certain lines of glass direct to the consumer at prices lower than those at which the retail dealer could purchase the goods in this country. This of course applies to certain lines of glass which are used in much larger quantities, and for which there is a much larger market in the United States than in Canada. At the present time there is much competition among American jobbers of glass. With the exception of one single plate glass works there is no source of supply to the world outside of the American factories. Stocks of sheet glass on hand in Canada are understood to be fairly heavy and sufficient to meet the demand for some time.

Give Thanks

WHAT have we to be thankful for, this year? is a phrase that has been heard on thoughtless lips many times during the past few days. Has not business been restricted by the war; is not the outlook uncertain? The past year has been one of business depression, to which the outbreak of war has come as a devastating climax. All Canadians have suffered. Prosperity, while not obliterated, has been given an undoubted setback. And so the pessimist, wrapped up in his petty trials and disappointments, may fail to see in the holiday now approaching an occasion for the most heartfelt thanksgiving that human heart has ever addressed to the Deity.

For such is the measure of the meed of praise that Canadians should devoutly offer. What have we to be thankful for? The continued peace of a country free from the slaughter and devastation of war, the continued safety and comfort that we as individuals enjoy, the marvelously full measure of commercial activity that pertains! War sounds in the ears of Canadians, but as a faint echo. The sacking of towns, the bloodshed and rapine that have turned the continent of Europe into a shambles, the suspension of business and the stalking of famine through impoverished lands, the sweep of disease; all the

terrors of racial hate, the abysmal results of militarism gone mad, have reached us with little more clearness than a page from the history of medieval days. We do not share in the chaos; we have not even any conception of what it really is.

If the war is protracted long enough for Canadian soldiers to take an active part at the front, the horrors of war will be brought home more closely to us, in the losses which will result. But even this participation would be small indeed compared with the burden of war-wracked Belgium or pillaged Poland. Only the presence of an invading force within our borders could bring home to Canada the real meaning of war.

What cause has Canada for thanksgiving? The answer should come swelling from the heart in earnest expressions of praise. Especially should the business man, as he looks out over factory, warehouse and store and sees business proceeding without interruption or slackening, observe the holiday with a full sense of its meaning and fitness.

A New Metal Industry

SHELL manufacturing is the latest industry established in Canada. An initial order calling for delivery of 200,000 shells has been received from the British War Office, and it is estimated that at least 1,500 men will be busily engaged for eight months in filling this single order alone. That it will be of incalculable benefit to Canadian steel workers goes without saying. As far as possible the work will be evenly distributed all over Canada. The contracts so far awarded are to firms located at Sherbrooke, Quebec, Montreal, Toronto, Kingston, Dundas, Galt, St. Catharines, Ottawa, Ingersoll, Welland, Ont., and New Glasgow, N.S. The order calls for an equal number of 15 and 18 pounders. The outer coating of the shells is made of the finest drop-forged steel, while each large shell contains some 375 half-inch lead pellets held in place by resin. Other parts of the shell comprise brass screw-cap, outer copper band, tin powder receiver, etc., etc. The shell is quite complex in nature and made up of many different parts, so that it is possible to give several firms each work.

When it is stated that thirty shells can be fired per minute per gun, or 180 per battery of six guns, the pressing need for haste in the matter can easily be seen. The English, Irish and Scotch mills are working day and night on these munitions of war,

and Canada will undoubtedly get big future orders for just as many shells as can be turned out here.

The inspection to which these shells are subjected is, of course, very strict. They must pass successfully the tests provided by the London War Office officials. The steel shell is prepared on this side, filled with 375 lead bullets, but is not loaded with powder. This will be done at the arsenals in England, after the shells have been received. Also the cartridge cases will be supplied on the other side.

Stoves and Credit

WE are now entering the stove-selling season—the season of the year when retail hardwaremen endeavor to secure a large share of the stove business. There is something fascinating about selling stoves. It is an interesting game and the real salesman can derive great pleasure from the selling game, providing his heart is in his work. A good margin of profit is also available for the man who has the agency for a reputable line of stoves and who stands up for a legitimate profit and sells his goods on a quality rather than a price basis. There is, however, one pitfall which retailers have to guard against, and that is the indiscriminate granting of credit terms. The stove business is to a considerable extent a credit business, and when money is scarce, stove collections feel the stringency early. Some persons stop making their payments when money becomes scarce and this in turn affects retailer and manufacturer.

It is the duty of every retailer to pay close attention to the matter of credits this year. The retailer should sell on time only when investigation into the customer's record, or personal knowledge of character, has convinced him that payments will be met promptly and without fail.

There are some hardware firms doing a strictly cash business in stoves, but this is not always possible. The majority of merchants find it necessary to extend credit in some cases. Where credit is extended a time limit for final settlement should always be set. Another point which deserves earnest thought is that of price-cutting. This business demoralizer is found in all communities. The merchant who has the agency for a good line of stoves should stand up for a good profit. It is quite customary for prospective customers who are not in a position to judge fairly to try the beating down plan and make comparisons between various makes of stoves and prices. The retailer should be the judge of the value of the stove he is selling. He should set a fair price and stick to it. Another important point in stove selling is the appearance of your stove department. Every stove should be at its best, so that a favorable impression will be created the moment the customer steps into the department.

Using Parcel Post

ELSEWHERE in this issue is given a description of a catalogue which is being sent out by a retail hardwareman. The retailer asks recipients to send in their mail orders and he makes provision for prepaying goods delivered by parcels post. Although a great many retail merchants at first opposed the introduction of the parcel post system, very few complaints are now being heard. Many retailers are using the parcel post to advantage. There is no reason why parcel post should not bene-

fit the retailer just as much as it does the mail order house—that is if the retailer makes use of the system.

In the United States a movement is on foot to popularize the parcel post. The same idea could be followed out in Canada.

The move is taking the form of "demonstrations" at country fairs and other gatherings of rural and small town residents. In some quarters this campaign is thought to have been inspired by the recent activities of the express companies in advertising for business. The idea now being given country-wide application by the Post Office Department really had its inception in a parcel post "exhibit" which was a feature of the Conference for Education which was held in Louisville, Ky., last April. So successful was the Louisville experiment that the officials decided to extend the plan. The department has no funds available for advertising the parcel post in this manner and consequently could not send out salaried demonstrators, but an appeal was made to postmasters all over the country to prepare and conduct exhibits at fairs, etc.,—a picture of the Louisville exhibit being sent as a suggestion of the possible scope of such exhibits—and hundreds of postmasters have already entered enthusiastically into this educational movement.

Manufacturers of containers of all kinds and packing of every description, scale manufacturers, label printers, rubber stamp makers and all other interests that furnish the classes of supplies likely to be used by patrons of the parcel post have been encouraged to send exhibits to be incorporated in the Government displays, and many of these firms are taking advantage of the opportunity for free advertising. The average parcel post exhibit, as arranged by local postmasters, contains specimen model packages and also representations of the best plan to be followed in packing bulky articles such as books, automobile tires, stoves, revolvers, etc.

It is argued by some of the leading department officials that anything which familiarizes the public with the parcel post and demonstrates the simplicity and efficiency of its use ought, by encouraging parcel post buying, to further the interests of many advertisers.

Editorial Briefs

CANADIANS have much to be thankful for.

OCTOBER WEATHER and stove sales go hand in hand.

SUCCESS COMES to him who goes after what the other fellow is waiting for.

KEEP COPIES of the game laws on hand. They are always handy for reference.

THE ANNOYANCE of a cheap article is felt long after the satisfaction over the lowness of the price has passed away.

ONE OF the greatest needs in the hardware trade as well as in all other trades, is the need of thoroughly practical men.

IT IS A strenuous task to roll the boulder of financial stringency of the track in time for the train of progress to pass unimpeded; but it is being done.



What Other Hardwaremen Do

Salesmen of Many Years' Experience Often Make Costly Errors
—An Example—Merchant Investigates a New Field and Makes
Many Sales—The Value of Advertising.

A COSTLY ERROR.

IN conversation with Hardware and Metal a few days ago a well-known retailer remarked that a close watch had to be kept on all counter check book charges made by clerks. This, he said is one feature of the retail business which cannot be guarded too closely. As far as possible all items should be double checked. He cited one instance to show how errors will creep in. One of his clerks, a man of many years' experience recently received an order for sash weights. The order came in as follows:—

8 only 5 pound sash weights, 10 only 6-lb. sash weights, 20 only 7-lb. sash weights, 20 only 8-lb. sash weights.

The above shows that the order was for 58 weights and the clerk apparently through carelessness, for he should have known better, put the charge through for 58 pounds of sash weights at 2½ cents per pound, when as a matter of fact the entry to be correct should have read 300 pounds of sash weights at 2½ cents per pound. Thus the clerk through this error incurred a loss of \$6.05 on one charge. The charge should have read as follows:—

8 only 5-lb. sash weight 40 lbs.
10 only 6-lb sash weights 60 lbs.
20 only 7-lb. sash weights 140 lbs.
20 only 8-lb. sash weights 160 lbs.

300 lbs. at 2½c per lb.

This is only one of many incidents mentioned by the retailer but it goes to show that even old and experienced employees are liable to make costly errors.

GOOD DAYS' WORK.

A retail hardwareman who has had splendid success in selling dustless mops, dusters, etc., recently made a clean-up in the way of sales by selling mops and dusters to the school board, hospital authorities and several churches. The merchant in question is located in a fair-sized city in Ontario. During a recent visit of the mop com-

pany's factory representative, who is an expert at demonstrating, the merchant made an appointment with the hospital authorities and after giving a demonstration he secured a nice order for mops, dusters and liquid for renewing the mops. Attention was then turned to the public schools and after securing



A corner of the household goods department in a Northern Ontario retail hardware store. This department interests the ladies. Note the neat arrangement of goods on the table. Also cocoa door mats shown underneath. The above display is neat and attractive in appearance. The proprietors of the store say that the table pays big dividends by creating sales of the goods shown.

permission from the authorities a demonstration at which the janitors from several schools were present, was given. All, including officials, were highly pleased with the demonstration and an order was placed for several mops and dusters. Attention was then turned to the churches with the same good results. All the demonstrations took place during one day and the total sales of mops, dusters and polish totalled up to a considerable amount.

The same merchant recently conducted a series of demonstrations of vacuum

cleaners and made many sales during a two weeks' campaign.

YOUR ADVERTISING.

There are a lot of men—too many by far—in the hardware business, as in other branches of the retail trade, who seem to regard their advertising as something in the nature of a necessary evil; something the same as the annual donation to the town band or the baseball club. Yet, if they were asked as to whether they advertised as a matter of business or of charity they would undoubtedly reply that they looked on it as a business proposition or they would not be spending the money. The trouble seems to be that they imagine that they are through with the advertising for a year when they sign a contract to cover that period.

An advertising contract to a merchant is about the same value as a prescription to a sick man—it is useless to him unless the tonic is taken regularly. The retailer who puts off writing his advertising until the last minute—and then usually telephones in to repeat the last copy—gets about the same benefit from his expenditure as the patient who looks at his medicine bottle and goes off to sleep without taking any of it.

The advertiser should consider his advertising not as a yearly contract but as a daily or a weekly expenditure. If the newspaper advertising solicitor came around every week or every day and collected the actual money for that advertising space it is pretty safe to say that there are few retailers who would be running stale copy. As it is we see many instances like one which came to our attention this week where a sporting goods announcement which displayed the top line "Duck Season Opens September 1," was allowed to run through a good portion of the month referred to. Such an announcement a month or even a couple of weeks before the 1st of September would have been good advertising.

(Continued on page 44.)

Advertising Suggestions:

**Proposed Lay-outs
for Advertising in
Small Space.**

The following advertising suggestions have been prepared for use by retail hardwaremen who wish to use only a small space in the newspapers. The advertisements are one column wide. By changing the firm name and inserting prevailing quotations the advertisement can be used by any retail firm. The electros used have been selected from the assortment offered by Hardware and Metal's electro service and may be purchased at a cost of 15 cents each.

BABY'S BATH

Is an important daily event. The baby is entitled to every consideration and we have done our share by putting into stock a nice line of japanned baths which we are placing on sale at



1.25 1.25
These tubs are well constructed and are very reasonable at the above price.

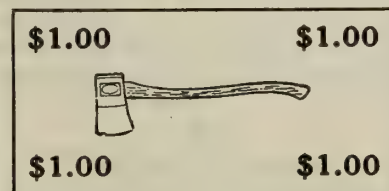
JONES & ALLEN

HARDWAREMEN

120 Main St. Compton

A Good Axe

Is cheap at \$1, but it is unnecessary for you to pay more. We offer you a "Klean Kut" axe, complete with handle and ready for use, for a dollar bill. The handle is firmly wedged and will not get loose. The axe will hold a keen edge. They come in assorted weights from 3½ to 5 pounds. All the same price.



Axe Handles 10c. to 50c.
Axe Wedges 5c. to 10c.
Axe Stones 5c. to 10c.

Jones & Allen

HARDWAREMEN

120 Main St. Compton

Falling Leaves

Are hard to gather unless you have a lawn rake. We are offering a strongly constructed wire rake similar to the one illustrated, with a double row of teeth, for the exceedingly reasonable sum of fifty cents.



Other Fall Requisites are:—

Furnace Scoops 50c. to 75c.
Coal Hods 25c. to 75c.
Ash Sifters 15c. to \$5.
Stove Boards 75c. to \$1.50.

JONES & ALLEN

120 Main St. Compton

Fall Cleaning

The fall housecleaning season is at hand and one of the most needful articles of the campaign is a step ladder—not the wobbly kind—but a good substantial ladder which will stand the strain and prevent accidents.



We offer Safety-First Ladders at the following prices:—

5 foot..... 90c.
6 foot..... \$1.10
7 foot \$1.25
8 foot..... \$1.50

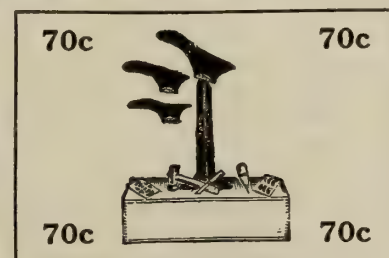
Prices for larger sizes on application.

Jones & Allen

120 Main St. Compton, Ont.

SAVE YOUR SOLES

A stitch or a tack in time saves shoe-makers' bills. Every man can be his own cobbler if he has one of our "Friend" cobbler sets. Complete outfit, including lasts, stand, nails, knife, tacks, awls and directions for soling for only seventy cents.



We also sell leather soles, thread, wax, etc., at low prices.

JONES & ALLEN

HARDWAREMEN

120 Main St. Compton

BRISTLES vs. WAR

The war has caused a scarcity of bristles and brushes of all kinds are exhibiting an upward trend in price. We have some exceptionally fine shaving brushes which were purchased before the war. We are offering them at the reduced price. Higher prices will prevail after the present stock is disposed of. Come in and see the selection, ranging in price from 25c. to 75c. each.



Ask to see our "Half-Dollar Special"

Jones & Allen

120 MAIN ST. COMPTON

Practical Problems for Sheet Metal Workers

Article No. 6 of Series

By Chas. Seivers

Fig. 1.

TO bisect a given angle let A-B-C be the given angle. With B as a centre, and with any convenient radius, draw an arc cutting A-B at E and B-C at D. With D and E as centres and any convenient radius, draw two arcs to cut each other, as at F. Draw a line joining B to point at F. This line will bisect the angle A-B-C.

Fig. 2.

To trisect a right angle, let A-B-C be the right angle. With B as a centre, draw an arc to cut B-A and B-C at D and E. With D and E as centres, and B-E as a radius, draw arcs to cut arc D-E at F and G; then draw lines from B to F and B to G. These lines will trisect the right angle.

Fig. 3.

On a given line to construct an equilateral triangle. In Fig. 3 let A-B be the given line. With A and B as centres and A-B as a radius, draw arcs cutting each other at C. Draw lines from A to C and B to C. The triangle formed by A-B-C is an equilateral triangle.

Fig. 4.

To construct an equilateral triangle of a given altitude. In Fig. 4 let the line I be the given altitude. Draw a line as A-B. From any convenient point draw on A-B; then draw a line at right angles to it, as C-D, and make C-D the length of the required altitude, as at I. Through D draw a line parallel to A-B, as shown at E-F. With C as a centre, draw a semi-circle, cutting A-B at K and L. With K and L as centres, and C-K as a radius, draw arcs to cut the semi-circle at G and H. Through G and H draw lines from C, to cut the line E-F. The triangle formed by these lines is an equilateral of the required altitude.

Fig. 5.

To construct a triangle, the length of its three sides being given. In Fig. 5 let the lines 1-2 and 3 be the length of the three sides. Draw a line as A-B making it equal in length to the line at 1. With A as a centre, and a radius equal to the line 2, draw an arc, with B as a centre and the length of the line 3 as a radius, then draw an-

other arc to cut the first one at C and draw a line joining A-C and B-C. Then the triangle A-B-C is the triangle required.

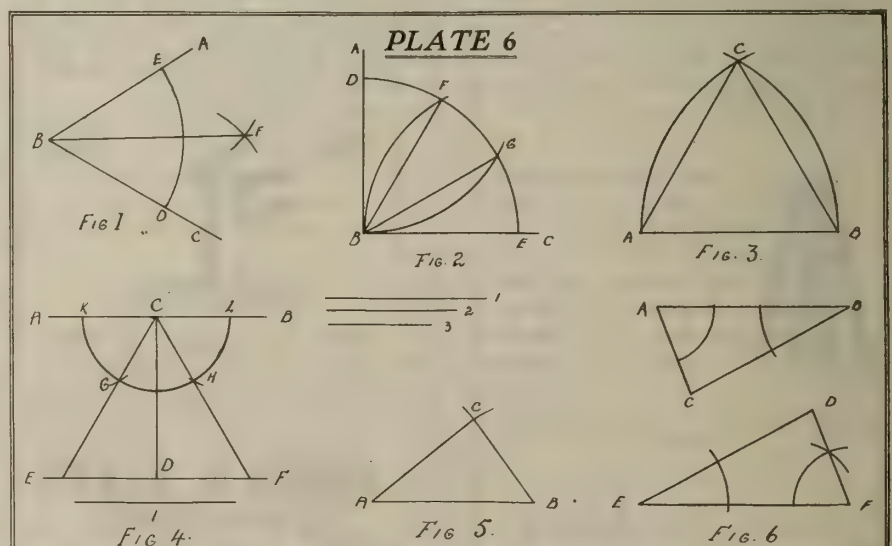
Fig. 6.

On a given line to construct a triangle with angles equal to a given triangle. In Fig. 6 let A-B-C be the given triangle. And E-F the given line. At E make the angle D-E-F equal to the angle at A-B-C. And at F make the angle E-F-D equal to the angle at B-A-C, and as already described in Fig. 4 in the fifth of this series, extend the lines forming these angles until they meet at D. Then the triangle D-E-F will have its angles equal to A-B-C.

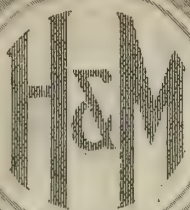
RAZOR SCARCITY.

Sheffield, England, is suffering from a dearth of razors of the cheaper military grades. To meet army requirements and to make good the wastage in the field the authorities have bought up all existing stocks of suitable razors in Sheffield. T. B. Lee, a wholesale dealer in cutlery and hardware at Toronto, informed Hardware and Metal that he had this week received a cable from one of the English firms he represents, asking if he could supply a large number of razors. In the recent issue of the English Ironmonger, the following information regarding the razor situation appears:—

"The War Office is about to place a contract in Sheffield for 500,000 razors and this will be the largest order of the kind on record. The razor-makers, who are seriously behindhand with deliveries, are criticizing the specification, because the regulation pattern is adhered to and the blades must be hand-forged. The latter provision will hinder the execution of the work, because Sheffield contains comparatively few razor-forgers, and authorities state that the order cannot be completed within two years. It is felt that in the prevailing abnormal circumstances contractors should be allowed to produce the razors by any available means, so long as the quality is satisfactory. The forging machinery in the city is also proving quite inadequate for present requirements. A difficulty has now arisen with regard to the supply of horn razor-scales. Merchants have bought up all the ox-horn to be obtained in the country, and, when it is exhausted, the position will be serious. Vulcanite and other compositions are too brittle for soldiers' use, and the War Office insist upon horn. With every razor a tablespoon, knife and fork, and pocket-knife are served out to each soldier. The necessary number of spoons can be produced without difficulty since, being unplated, their manufacture involves comparatively little work."



In developing the above problems we suggest that the student make his drawings four times the size of the above sketch.



Junior Clerk's Page



THE FIRST CUSTOMER.

If there is one customer that comes in to your store that requires more careful attention than any other it is the first-timer. At all times there should be courtesy and prompt attention, but there are little things which the old customer who is well acquainted with the store and the staff will overlook which will make a strong and unfavorable impression upon the man or woman who comes into the store for the first time. They are susceptible to the slightest influence.

Perhaps the stranger may look like an out-of-date farmer, who may be seeking credit until the harvest, perhaps he is a new representative from a wholesale house or manufacturer, perhaps he is a passerby who wants to use the phone or spends a few cents and does not come near the store again—but if he comes to your store for the first time give him the best of your service.

There are few who have not been swung to patronize a store by the service given on the first visit. With a newcomer who has no knowledge of the town or city it is ever thus. The man who enters a store for the first time, sees a couple of clerks look at him and then turn their backs and go on packing goods or start an argument as to whose turn it is to go "front" then finds himself waiting uncomfortably for some minutes while the clerk gets ready to come forward to wait on him, is likely to walk out of the store and never come in again. If on the other hand he is received as though he is welcome to the store and as though his business was appreciated he is pretty certain to come back again.

Occasionally it will be found that the smile of welcome is wasted on desert air—that is an element of chance in salesmanship—but if a store is to enlarge its circle of trade one of the most important influences will be the first impression of the prospective customer.

CATERING TO THE BOY.

The efforts which are constantly being made in the retail trade, particularly by the clothing merchants, to secure the attention of boys should prove to the

hardware merchant that there is a sound business policy behind getting at the pocket book of the parent through the desires of the youth. And continuing this thought about clothing, about the first thing that a healthy boy wants to put in the pocket of the trousers of that new suit is a knife. There has been more than one hardware merchant who has built up a business by catering to the small boy. There is no one who appreciates a good knife more than he. If a merchant can work up a business in selling knives which prove satisfactory to boys the business will spread. But it must not be thought that any old thing will do for the boy. He may not be so particular about some of the fine points, but there is no knife user who will be likely to more quickly discover the weak points—and no one, by the way, who is likely to make more unfavorable advertising out of it for the store if he does—than that same small boy. A fifty-cent knife which gives fifty cents worth of service, with appearance as a secondary consideration, is likely to open the trail to the boys of the town and that trail is likely to become a beaten track before a great time.

LIABLE AND RELIABLE

There is a class of men among whom may be numbered some young merchants who seem to take a pride, says the National Bulletin, in conveying the idea that they never look ahead, that their luck will get them through somehow.

"Oh! I may be a thousand miles from here before that, or in and out two or three different lines of business by that time. No telling what I'll do."

This expression, fairly characteristic of this class of men, was uttered by a young merchant with reference to a good enterprise not six months off.

This statement hurt his commercial standing. His bankers and some of the jobbers with whom he did business began holding the lines over him pretty tight, they felt that a man so careless and erratic, so liable to chase off after the first new scheme that caught his fickle fancy, was also liable to be in financial straits most any time, and their surmise was right.

Every financial panic and every crop failure wipes out such business men by the scores, they are never prepared.

Liabilities of this kind indicated show a lack of business balance and unreliability.

Substantial business men are not liable to sudden changes; they are laying plans six months, a year, five years, and even ten years ahead, and that is one reason why they make good.

With their purpose, their energy and their thought all concentrated along certain lines they both know what they are doing and what they are going to do; they are looking ahead. Emergencies seldom find them unprepared, and they come under the wire while our erratic friend is still scoring for a start.

REMARKS OF THE JUNIOR CLERK.

It will soon be time for the mobilization of the armed forces that aim at deer but shoot human beings.

For a few brief moments the Germans thought that their methods were being imitated, and that the Highlanders were women being driven in front of the army.

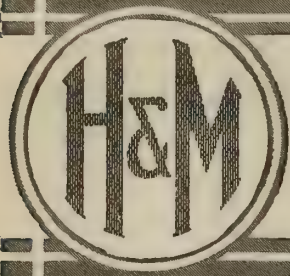
Russia is providing her prisoners with German newspapers. Presumably in a kindly effort to hide the truth from them.

The unemployed German waiter who tried to sing the British soldier's marching song only got as far as "It's a long, long way to der Tip—."

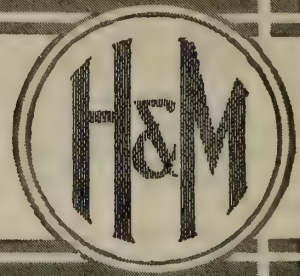
When a would-be friend says he would do anything in the world for you, don't jolt his friendship by asking him to loan you a dollar.

If the combatants want instructions in the gentle art of getting around the wings they might send their scouts over to see how it is done on the rugby field.

Canadians can well afford to let the world's series pass without going into a simulated frenzy. It seems almost irreverent to display a keen interest in baseball in these times.



Current News



New Firms.

Moose Jaw, Sask.—The A. E. McKenzie Hardware Co. has opened a branch at Dunkirk.

New Broom Factory.

Woodstock, Ont.—Royal Broom Co. are opening a broom factory in this city.

Fire Losses.

Rainton, Sask.—Rainton Hardware Co. have been burned out.

Centreville, N.B.—Delong & Clark's hardware store was destroyed by fire.

Dominion Incorporations.

Dominion Fancy Goods, Ltd., capitalized at \$30,000; head office, Montreal.

Ottawa Lead & Zinc Mining Co., capitalized at \$300,000; head office, Arnprior, Ont.

Increased Capital.

Permission has been granted the Galt Brass Manufacturing Co., Ltd., to increase the capital stock from \$40,000 to \$100,000, and to change the name of the company to that of Galt Brass Co., Ltd.

For Home Defence.

The Beach Sharpshooters' Association has been organized at Toronto, and the following have already joined:—T. F. Hodgson, Steel Co., of Canada; A. M. Bond, Pease Foundry Co.; G. H. Catton, Rice Lewis Co.; David Miller, McClary Mfg. Co., H. H. Horsfall, Canada Wire & Cable Co.

Ontario Incorporations.

The Comfort Horseshoe Co., Ltd., capitalized at \$15,000, head office Toronto, to purchase rights and manufacture horseshoes said to possess new and useful improvements.

Canadian-American Graphite Co., Ltd., capitalized at \$250,000, head office Prescott.

Obituary.

The death occurred suddenly at Toronto of R. F. Killaly, aged 67 years. Mr. Killaly conducted a hardware business at Cannington about 30 years ago.

The death occurred at St. John, N.B., of J. Fred Pender, eldest son of James Pender. Mr. Pender was well known and was engaged with his father in the nail industry.

Albert J. Garland, proprietor of the Sutton Handle Factory, Sutton, Que., died on Thursday, October 1, aged 69.

London, Ont.—John F. Fennell, Toronto, a traveler for the London Engine Supplies Co., of this city, was killed in an auto accident.

The death occurred on October 6 of John M. Collins, head of T. C. Collins & Son, Montreal, at the age of 49. He was born in Montreal, and since the age of 20 has been connected with the firm which his father, T. C. Collins, founded.

Jack Collins, as he was familiarly known, left school at the age of 16, and started work in the stock-room of a Montreal wholesale house. After four years he went on the road for his father, traveling from coast to coast.

Mr. Collins made many friends, and had the faculty of retaining them. After his death, evidence was seen in his desk of charities quietly carried out, of which even his closest acquaintances knew nothing.

Probably his greatest achievement was his handling of the business conducted by the Standard Sanitary Manufacturing Co., which was so successful that it eventually became necessary to erect a factory in this country, after which he was appointed Eastern manager for the firm. T. C. Collins & Son have represented this firm in Canada for the past thirty years. Among other firms they have represented for many years, are the Victoria Wheel Works, Galt; the American Axe and Tool Co.; John Askhan Co., Sheffield; the Marietta Hollowware and Enameling Co., Gananoque; the Canadian Brass Co., Galt; and William Schollhorn, New Haven.

The firm will be carried on under the same name, under the management of Frank Conaughton, nephew of the deceased, who has been connected with the firm for the past ten years, and for some time traveled through the Maritime Provinces.

Appointed Representative.

Watrous-Acme Mfg. Co. Des Moines, Iowa, announce that J. Taylor Webb, 8 Bank of Hamilton Chambers, Winnipeg, Can., has become representative of the Watrous line of butts, hinges and special builders' hardware, in the Canadian North-West.

Transferring Agencies.

Tees & Persse, of Alberta, Ltd., Calgary, Alta., have sent out the following announcement under date of October 1:—We are to-day transferring our interest in our various agencies for hardware lines to Frederic Sara. Mr. Sara leaves us with every wish for his future success and we ask for him the same courteous hearing as heretofore.

Personals.

Hamilton Byers, formerly with the J. H. Ashdown Hardware Co., Winnipeg, is now With Birnie Bros., Medicine Hat, Alberta.

Archie Macfarlane and James M. Miller, of Archie MacFarlane & Co., Ltd., Montreal, Que., have gone West as far as Vancouver, and will be back towards the end of this month.

L. Kreiger, St. Thomas, Ont., has joined the selling staff of the Canada Nail & Wire Co., Ltd., St. John, N.B., and will look after their interests from Ottawa west.

New Offices.

Seven years ago Walter B. Snow, with 25 years' experience as engineer and publicity manager, established himself as a "publicity engineer" and began the building up of an organization fitted to act as the publicity department of concerns in the engineering field. This service idea has been extended to include the handling of general accounts on a regular agency basis. Success in this endeavor is evidenced by the recent removal to a new suite of offices, Rooms 511-516 in the Federal Street Building, 136 Federal Street, Boston, where ample space will be available for further expansion.

ADDITIONAL CONTRABAND OF WAR.

The Canada Gazette of Oct. 3 gives notice of a proclamation specifying certain additional articles which are to be treated as contraband of war. The articles are copper, unwrought lead, pig, sheet or pipe. Glycerine, Ferrochrome, Haematite iron ore. Magnetic Iron ore. Rubber. Hides and skins, raw or rough tanned (but not including dressed leather).

THE MAINSPRING IN RETAIL STOVE SELLING.

Article on stove selling which appears on page 33 is continued on page 47. Owing to typographical error, article reads "Continued on page 43," instead of page 47.

Catalogues and Booklets

Steel Working and Tool Dressing.

Steel Working and Tool Dressing, by Warren S. Casterlin M. T. Richardson Co., Publishers, New York, is a manual of practical information for blacksmiths and other workers in steel and iron. It was written by an expert, the author having had fifty-seven years' experience at the forge, and is probably the first book of the kind by a really practical blacksmith and steel and iron worker. The book is well printed and bound, and carefully indexed for quick and easy reference. The work is illustrated where illustrations are necessary.

KEEP GOING.

The Sherwin-Williams Co., of Canada, Ltd., has sent out a hanger measuring 6 x 9 inches, bearing the following:

Don't let nervousness about war conditions overcome your good common sense. Keep moving. Don't sit down and mope and decide that the country is going to the dogs; that hard times are here and that there is no business to be done.

Prosperity is largely a mental attitude. So remember, our crops are larger this year and prices received for them higher. Our country is alright. It is producing more than during the time of our biggest prosperity.

The markets for our products are expanding: the British Empire, the Allies, the neutral countries of Europe, Asia, Africa, South America, need either the food stuffs we grow or the manufactured articles our factories produce.

So get busy, it is your duty to your country to keep things moving as usual. There is prosperity for us all if we keep going.

This is the time for courage and action, not blue funk and panic.

Every factory of the Sherwin-Williams Co. of Canada, Ltd., in this country and in England is running. We are going ahead with confidence and are planning bigger things than ever for the future.

CANADIAN WHOLESALE HARDWARE ASSOCIATION ELECTS OFFICERS.

T. B. Williamson, the newly-elected president of the Canadian Wholesale Hardware Association, was born in Selkirk, Scotland, where he served his apprenticeship in the ironmongery trade. He later moved to Edinburgh, and after spending several years in the latter city, he came to Canada about twenty-six years ago. On arrival in Canada he became associated with the hardware firm of Risley & Kerigan, Toronto, whose stock was later purchased by M. & L. Samuel Benjamin & Co. Mr. Williamson then joined the traveling staff of the latter firm, and for some years represented them from Toronto to the coast.

When M. & L. Samuel Benjamin & Co. sold their hardware department to



T. B. WILLIAMSON.

Elected President Canadian Wholesale Hardware Association.

H. S. Howland, Sons & Co., Mr. Williamson joined the staff of the latter firm, and represented them for a number of years as city traveler in Toronto. He was next appointed assistant to T. G. Dexter, buyer, and on the death of Mr. Dexter was appointed buyer for the firm. Last year Mr. Williamson was elected vice-president of the Canadian Wholesale Hardware Association. His election this year as president is a popular one. Mr. Williamson has always taken a keen interest in all matters pertaining to the hardware trade. He is also interested in various sports, and a number of years ago was an active footballer and bicycle rider.

J. Dowling Vice-President.

Joseph Dowling of Caverhill, Learmont & Co., Montreal, was elected vice-president of the Canadian Wholesale Hardware Association. Mr. Dowling

who is well known throughout Canada occupies an important executive position with Caverhill, Learmont & Co., and has since boyhood been associated with the firm. The annual banquet of the association took place on Thursday night.

QUITE A CONTRAST.

Lord Roberts, in a thoroughly high-minded and sportsmanlike appeal to his fellow countrymen to suspend judgment regarding the atrocity accusations against the Germans, also exhorts them to keep their own hands clean, ending with this precept:

"Let us fight against the Germans in such a way as to earn their liking as well as their respect."

The Cologne Gazette replying to the protests that German submarines torpedoed British cruisers picking up survivors, says:

"Germany has entered on a war of extermination. What is war except the destruction of the enemy as far as possible? Why should our ships rescue drowning British? We are fighting England to destroy her as far as we can." —American Metal Market.

EXPELLED BY OWN COUNTRYMEN.

The following is from the English Ironmonger:—

Far be it from us to depreciate the giving of succour to the distressed, but when we search the appeal for specific evidence of the Russian "barbarities," all we find is a story told by a German ironmonger, a member of the Federation who, by his own account, was expelled from his home, not by Russians, but by the German soldiers themselves. This is a literal translation of his complaint:

On August 18, owing to the war, I was compelled to leave my home, which lies close to the Russian frontier. God alone knows what the place is like now. Postmen, railway men, magistrates, government officers, judicial officers, nay, all the inhabitants are gone. The town was vacated by the order of the commanders of the (German) army because it lay in the line of fire. I have had to leave everything behind. The flight came so suddenly that I was not even able to take my business books with me. With scanty means I was compelled to fly with my family, leaving home and goods behind, and I am now living in the bitterest uncertainty of what the future holds in store.

We are sorry for the ironmonger, our heart bleeds for him, as the Kaiser would say, but there are 100,000 Belgian refugees now in England who would think his misfortunes slight in comparison with what they have suffered.



New Hardware Goods

Offered Canadian Hardwaremen



PISTOL GRIP HACK-SAW FRAME

The Millers Falls Co., Millers Falls, Mass., offer the trade a new pistol grip hack-saw frame. The new frame, No. 1027, is equipped with a handle made from black composition containing some rubber, is handsomely knurled, and attached to the back of the frame by a steel rib extending practically the full length of the handle. The latter is moulded on to the rib all in one piece, and thereby gains in strength.

The "hang" of the frame is one of its particular features, the weight being nicely distributed.

The tension of the blade is by means of a thumb nut and screw stud purposefully placed on the handle end of the blade so as to allow maximum stroke of the blade in places where stroke is limited by some obstacle.

The frame is adjustable for blades from 8 to 12 inches in length, is polished and handsomely nicked, and measures $3\frac{1}{4}$ inches from point of teeth of



No. 1027.—Hack Saw Frame.

blade to underside of back. The stock is stiff steel strengthened by a sheath on the back. Each frame is supplied with a 10-inch Star hack-saw blade.

There is claimed for the grip the greatest adaptability and comfort to hands of varying sizes. The handle being open and not united to the frame at its lowest point, allows the little finger of the operator to drop below the handle, if desired.

NEW SCREW PLATE ASSORTMENT.

Butterfield & Co., Inc., Derby Line, Vt., manufacturers of screw plates, are placing on the market the Combined Automobile Screw Plate. These screw plates contain taps and dies, cutting the S. A. E. standard, and also the regular "V" thread, or the U. S. standard, as may be wanted, all complete with stocks for holding the dies, and high grade tap wrench, in hardwood case.

The claim made for this plate is that heretofore the repair and garage man

wanting both forms of thread, was obliged to buy two distinct screw plates, whereas now he gets both styles in one box, and at a reasonable price.

These plates are put out in all the various assortments, cutting from $\frac{1}{4}$ in. to 1 in., and are made in the well-known and popular "Derby" style.

ELECTRIC AIR HEATER.

The Hotpoint Electric Heating Company, Ontario, Cal., has recently commenced the marketing of its newest product, "El Radio," which is a luminous air heater of the glowing coil and reflector type. This device is not intended to displace stove or furnace, but it is said to serve very well for warming bathrooms, small offices and other small rooms.

This heater consumes 600 watts, and therefore it may be attached to any lamp socket. It is equipped with cord, attachment plug and interchangeable switch plug, which may be used on other Hotpoint appliances. This crescent-shaped electric heater is constructed of pressed steel. The outside is finished in polished nickel, with back of body in dull black, and the inside is of polished copper, lacquered to prevent tarnishing.

El Radio measures $9\frac{3}{4}$ x $11\frac{1}{2}$ inches at the feet, and the height over all is 12 inches. It weighs four pounds, and has a wood handle at the top which makes it easily portable.

THE BEERS LANTERN.

The Beers Sales Co., Bridgeport, Conn. are offering the trade the Beers electric hand lantern here illustrated.

The lantern is strongly made of seamless brass highly polished also of pressed steel with black rubber finish.

It is durable and compact with no projecting parts to be easily damaged. The handles are constructed to fold down on the sides of the lantern so that it can be easily slipped in the pocket.

One of the advantages claimed for the lantern is that it uses an ordinary dry cell battery which can be purchased anywhere at a moderate rate.

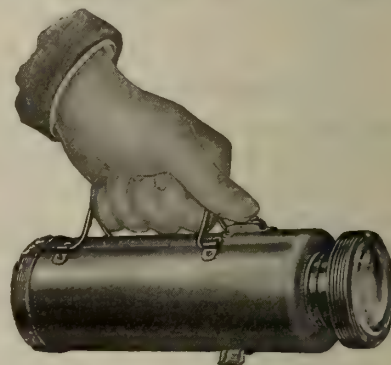
The battery is easily inserted by unscrewing the end cap.

The Mazda bulb which is supplied with the lantern is especially designed

to consume a very small amount of current. It gives a strong, clear, white light, which is magnified many times by the silver plated reflector and imported, ground, optical lens.

The contact switch is of special design, being a combination, which gives either intermittent or permanent light as desired. It is conveniently placed so as to be directly under the thumb, when the lantern is being carried, ready for instant use. Pressing a button gives light as long as it is pressed. Sliding a button $\frac{1}{4}$ of an inch gives constant light without further pressure until the button is pushed back.

The makers claim that automobilists will find that batteries too weak for igni-



The Beer's Lantern.

tion purposes will give further long service in the Beers' Lantern.

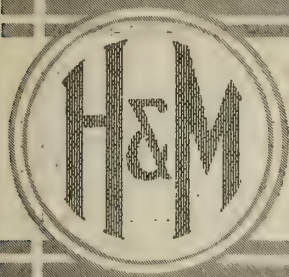
The lantern is 9 inches in length and $2\frac{7}{8}$ inches diameter. The makers claim it will burn an hour a day for fifty days.



YOUR ADVERTISING.

(Continued from page 38.)

ing—each day after the date mentioned it branded the house as "a dead one" and gave the gun men something to laugh about. To that house it would have been worth double the value being paid for the advertisement to have the "space" in the paper a blank square of white. There are many advertisers who display a lack of judgment and negligence in connection with their advertising almost as great as the instance referred to.



Weekly Market Reports

Statements From Buying Centres



MARKETS AT A GLANCE.

Conditions in the hardware trade remain unchanged from last week and a very fair volume of trade is passing. October business has opened up fairly well and fall lines are in very good demand. Business in the agricultural districts is about normal. Farmers are receiving good prices for their products. The metal markets are dull. Linseed oil is weaker and has declined in price in some centres. Ready-mixed paint is in fair demand. Orders are now being taken for spring delivery. Quotations for poultry netting and rope have been issued. The glass situation is very unsettled. Collections are fair.

MONTREAL.

MONTREAL, Oct. 7.—The hardware situation has undergone but few changes during the week. The sales in the retail lines appear to be moving along nicely. The fall goods have been moving out at an encouraging rate. Business in the city in staple lines seems to be picking up. The rural trade is still holding up well and thus the total amount of business is very satisfactory. The farmers have all been able to obtain good prices for their grain and other products and are buying as freely as usual in their particular lines. The sporting goods season is at hand; a good business is being done in these lines. The hunting season also provides a volume of business, more or less large, all during the autumn months. This business has been fairly active and has created quite a sale of ammunition. The lumber camps accessories are not moving along as actively as might be, but the season is a little early yet.

The iron and steel business is very dull, and pig iron sales are poor. A similar inactivity in the pig iron trade has not been before experienced for a long time. The metal markets are also dull and quiet. The general inactivity in business and manufacturing circles is being felt by our neighbors across the Line, as well as ourselves. They are trying to obtain new markets in Southern American republics, and are extremely anxious to get all the trade the German's have forfeited. As their trade increases the reaction will be felt here in Canada. British orders are being filled in Canada and all these activities tend to keep money in circulation and make

trade more brisk. Canada's condition of hard times has been more or less of an imaginary one. The reports that created most nervousness were started by alarmists. To-day our whole trade, wholesale and retail, is in as good a condition as any country in the world, and better than most of them. In the general lines we have firms comparing this year's business to that of last year's and the comparisons are very favorable.

Metals.

The metal markets are particularly quiet. Sales have dropped off considerably and only a limited amount of business is passing. Tin, which soared away up in price at the declaration of war, has sagged down to its normal level again, being perhaps a little stiffer than previous to the opening of hostilities. The general market prices remain firm. Little business is being transacted, so the prevailing prices have hardly been tested. Zinc sheets are a little firmer in price, but otherwise no change in prices has been reported. Tin from the east is arriving in sufficient quantities to supply demands.

Rope and Twine.

The cordage prices during the last week have not changed. Business is very good, but as this is the quiet season, no large volume of sales is looked for.

General Lines.

As the season advances there is a more general demand for articles of a staple nature. Horse blankets are a little firmer in price owing to the fact that jute is hard to obtain. Most other lines are not changing prices.

Stoves and Tinware.

The stove and furnace dealers are now entering upon their busy season. The larger firms are very optimistic concerning the outlook. Some of them report their sales equal to those of last year. The hot water heating equipments are in good demand at present. One firm in Montreal claims that this department of their business is working overtime to fill orders. The rural districts seem to be holding their end of the business splendidly. Heaters and stoves of all descriptions seem to be in large demand. The tinware business is fair. Some firms manufacturing tinware and agateware are making a big bid for that end of the business formerly held by Germany. They are equipping their factories to turn out goods to replace the German articles.

TORONTO.

TORONTO, Oct. 8.—The general condition of the hardware market is unchanged and the amount of business passing is substantially the same as last week. Compared with conditions prevailing a few weeks ago, the market is remarkably steady and the outlook is far more satisfactory than might have been expected under the circumstances. A feeling of growing confidence prevails; merchants seem to be quite satisfied with the business offering and are looking forward to a steady improvement in trade.

MONTREAL QUOTATIONS.

Tin	34c—38c
Spelter	6c
Copper	14½c
Lead, Domestic	5c
Lead, Imported	\$5.10
Antimony ..	15c
Solder, ½ x ½	28c
Wiping Solder	22c—25c
Aluminum, Ingot	22c lb.
Aluminum, Pattern	23c lb.
Wire Nails	\$2.25 base
Cut Nails	\$2.50 base
Pure Manila Rope	16c base
British Manila Rope	12c base
African Hemp	12c base
Sisal	10c base

Appearances seem to indicate that a point has been reached where business will be more or less stationary for some time, with no substantial improvement until conditions become more favorable. The initial troubles have been overcome to a large extent and we have settled down to business but until the Allies obtain a decisive victory there will be a certain amount of tension which will have a tendency to keep business from moving as freely as it would otherwise do. An improvement in external conditions will have a corresponding effect on internal affairs, which in turn will stimulate trade. An improvement in industrial conditions generally will naturally be beneficial to the hardware trade.

Considering the prevailing industrial conditions, it is satisfactory to note that business is very fair in the city, especially in seasonable lines. The country trade is satisfactory and most lines are moving freely. Country merchants are keeping up their stocks on lines most in demand. There is a good demand for foodstuffs, prices of which have advanced in many cases which is beneficial to the producers, with a corresponding improvement in their purchasing power. The building trade, while not being by any means active, has improved slightly and work on a number of buildings is being proceeded with, which will stimulate the demand for builders' hardware. Prices have not changed this week.

The Department of Trade and Commerce has received inquiries regarding hardware lines which can be secured in Canada to take the place of those formerly obtained from sources of supply now cut off. Among the articles required are coach, iron and brass screws, cut tacks, bolts and nuts, files, carpenters' tools, choppers, clippers, manure forks, hack saws, hammers, hatchets, pliers, lawn mowers, wrenches, etc.

Metals.

The metal markets are dull and featureless. Prices with the exception of those of solder are unchanged, but the market is firmer. Tin is keeping steady, but lead and spelter show a weaker tendency. The following prices are quoted on solder: Guaranteed, 26c; not guaranteed, 24c; wiping solder, 19c; wire solder, 31c; tinkers' solder, 25c. Quotations on other metals are shown in the panel on this page.

Galvanized Sheets.

The market is quiet with no change in prices. The British Government have recently placed an embargo on the exportation of galvanized sheets. This may, however, only be a temporary expedient on account of military necessities.

Wire Nails and Screws.

The market in these products is steady and there has been no change in prices. The demand is light but the outlook for business is improving. Hay wire is moving fairly well, and a nice order for bale ties was booked during the week by a local house. Wire nails are quoted at nails \$2.25 base, and cut nails \$2.70 base.

Stoves.

Dealers in the city report satisfactory business in stoves and heaters with the prospect of increased business as the cold weather approaches. From other sources we hear less favorable reports. The country trade is the mainstay as the city trade is suffering more or less from the general depression and slackness in the building trade. There is no change in Canada plates.

Poultry Netting.

There is a slight change in the poultry netting situation. Jobbers are booking netting for present and spring delivery at 50 and 10 per cent. off list.

LONDON.

LONDON, Ont., Oct. 7.—Trade here shows a marked improvement this week. All seasonable lines, with the exception of builders' hardware, are good sellers.

With factories running and a better demand for goods the merchants are taking a very bright outlook on the future, and are placing larger orders.

Collections, which were inclined to be slow during August and September, show an improvement already this month.

The call for "made-in-Canada" goods is becoming more insistent each week, and retail buyers are specifying Canadian goods when possible to get them.

The glass trade is at its best now, and the demand is good, even at the advanced prices.

Net prices now are as follows:—

	Single.	Double.
Up to 25.....	\$4.25	\$5.94
26 to 40	4.65	6.42
41 to 50	5.10	7.12
51 to 60	5.35	8.07
61 to 70	5.75	9.26
71 to 80	6.25	10.45
81 to 85	7.00	11.87
86 to 90 .....	...	14.25
91 to 95 .....	...	16.62
96 to 100 .....	...	19.47
101 to 105 .....	...	22.80
106 to 110 .....	...	26.12

Single lights 33 1-3 off list.

Poultry Netting.

The present price on poultry netting is 50-10 per cent. It is expected that this will also be the spring price.

TORONTO QUOTATIONS.

Tin	33c-36c. lb.
Copper	13c-13 $\frac{1}{4}$ c
Lead	5c lb.
Spelter	5 $\frac{3}{4}$ -6c lb.
Antimony	15c lb.
Aluminum Ingot	22c lb.
Aluminum Pattern	23c lb.
Solder, $\frac{1}{2}$ and $\frac{1}{2}$ guaranteed,	26c lb.
Solder, $\frac{1}{2}$ and $\frac{1}{2}$, not guaranteed	24c lb.
Wiping solder	19c lb.
Wire solder	31c lb.
Tinker's bar solder	25c lb.
Wire Nails	\$2.25 base
Cut Nails	\$2.70 base
Poultry Netting	50, 10%
Pure Manila Rope	16c base
British Manila Rope	12c base
African Hemp Manila ..	12c base
Sisal Rope	10c base

Linseed Oil.

Linseed oil is being quoted at 60c to 63c per 9 lbs. for raw, and 63c to 66c for boiled. The prospects are that oil may be a little lower in the near future.

Turpentine is quoted in

1 barrel lots	67c per Imp. gal.
2 to 4 barrel lots....	66c per Imp. gal.
5-gal. lots	74c per Imp. gal.

While an advance on white lead is expected in some quarters, the price locally still remains the same.

WINNIPEG.

WINNIPEG, Oct. 7.—Business is at present quiet, with a very firm tone to the market, advances having been made in some lines, while advances elsewhere seem very likely.

Generally, collections are reported fair, though it is indicated that the returns from the country districts are better than those from the city. There is a tendency on the part of dealers to continue buying on a hand-to-mouth basis. The manager of one concern, who has recently been through the West, states that in one section where the yield has been about 25 bushels to the acre, this very conservative attitude is being observed by the merchant. They got a somewhat higher yield than this a year ago, and are, therefore, pessimistic, apparently quite overlooking the fact that prices this year are very much higher than those in 1913.

The Future of Nails.

The grain money is beginning to come in more rapidly, but from many districts it is reported that the farmers are availing themselves of the fourteen days allowed them in which to actually close their deal.

The nail manufacturers, who met in

Winnipeg towards the end of last week, failed to come to any decision as to prices for spring. There is some uncertainty as to what may happen here, though on the whole it would seem that prices will remain firm. Were the raw material the only thing to be considered an advance might be confidently expected. As soon as the rod from which manufacturers are at present producing is disposed of, higher prices may be quoted. This will depend, however, upon the demand, and if this will be large enough to justify manufacturers in advancing prices, is far from certain as yet.

Barb Wire to Advance.

There is a probability that barbed wire will be advanced before spring. This is due to some extent to difficulty in getting spelter, but also to the fact that there seems to be a heavier demand than usual for barbed wire in the United States. What is causing this heavy demand is not clearly known, but it is very evident that all the barbed produced there is wanted, and it seems likely that Canadian dealers will have to pay more for their supply when spring comes.

Poultry Netting Up 5 Per Cent.

The poultry netting situation, which has been demanding a good deal of attention for some time, has developed during the week, local jobbers having advanced their prices approximately 5 per cent., the discount now being quoted at 50. This advance, of course, is due to the difficulty of getting English netting, and the resultant heavy demand upon local manufacturers. The increase is only for the standard lines. For $\frac{3}{4}$ -inch and $\frac{1}{2}$ -inch mesh, which can be secured only from England, the price will certainly advance very much more than this.

For stoves and furnaces the demand has now improved. A good state of affairs is quoted here by one firm, who state that their collections so far this year have been over 60 per cent. better than those for the same period in 1913. A good part of this increase has been the result of increased business. To give a correct impression of conditions, however, it must be stated that that firm fears it will not be able to have as successful a last quarter as a year ago. From what can be learned the business in the country is very satisfactory. There is evidently money there, and stoves and furnaces are being purchased largely. Unfortunately the same state of affairs does not seem to exist in the larger places.

With the commencement of the chicken season the demand for rifles and for

BUSINESS GOOD IN P.E.I.

That good business conditions exist on Prince Edward Island is indicated in a letter which Hardware and Metal received from Brace, McKay & Co., Ltd., of Summerside, P.E.I. The letter reads as follows:

*Mr. George D. Davis,
Editor Hardware and Metal,
Toronto, Ont.*

Dear Sir,—In answer to your inquiry of the 26th ult., re business conditions in our province, would say that crops this season are above the average and 90 per cent. of the harvest has been gathered in splendid condition—a small proportion on low land still to be harvested.

Business, during the past year, has month for month, been ahead of any previous year with us and we should think this condition would obtain generally throughout the province, or at least in Prince (the banner) county. Collections should be good this fall and we are very optimistic regarding the outlook for the future. For ourselves, we have bought considerable property and built a large new warehouse to keep pace with our increasing business. It is a fact that this province is the least affected by financial panics, war, etc.

*Yours truly,
BRACE, MCKAY & CO., Ltd.,
C. MacArthur,
President.*

ammunition has grown larger. More permits for hunting have been taken out this year in Winnipeg than ever before, and business in sporting goods has been large in proportion.

PRODUCTION OF PIG IRON

Cleveland, Ohio, Oct. 8.—The Iron Trade Review to-day says:—Last month's production of pig iron was about the lowest of any month since January of this year. The total output of coke and anthracite pig iron for September was 1,882,718, a loss of 113,765 tons, as compared with the preceding month. There was a loss of seven in the number of active stacks.

Wire mills are active, and are operating at about 80 per cent. of capacity; but with this exception, there is decreasing activity in iron and steel manufacturers. The pig iron market continues extremely dull, and more blast furnaces are expected to blow out. Inquiries from foreign consumers for semi-finished and finished materials develop into orders very slowly. English buyers consider American prices on billets too high.

THE MAINSPRING OF STOVE SELLING.

(Continued from page 33.)

partment setting up stove samples and going out with the delivery men to set up stoves in customers' houses. The man started his new job early in the fall. He became interested in stoves and customers. He gathered all available data and advertising matter and studied stoves in the evening at home. One afternoon he was working in the stove showroom when a customer entered and as all the regular salesmen were busy he endeavored to show the line of stoves. He appeared to be handling the customer fairly well, so the proprietor or salesmen did not interfere, although they were ready to step in and take over the customer if the new man ran up against a snag. After a half hour talk he had put up the proposition in such a straightforward, intelligent manner that he sold a high-class range. The proprietor was naturally pleased, but he did not consider the matter seriously until a few days later when the new man sold one of the best heaters carried in stock. The proprietor then thought he would give the new man a chance to prove whether or not he would make a stove salesman. He gave him a chance to make good, and he did make good. He is with the firm to-day, and the chances are he will read this article. By studying stoves and customers he has acquired the knack of selling and he is the top-notch stove salesman in the city in which he resides.

About four months ago the writer was in a large city where a well-known stove plant is located and when passing through the business section met the salesman. I asked him if he was on his vacation, and he answered in the affirmative. He also said, "I thought I would just take a run over here for a day to go through the stove foundry again." This salesman is enthusiastic about his line, and he is getting well paid, because he can sell the goods. During the slack stove season he assists in the hardware department and he has acquired a good knowledge of hardware lines.

In order to emphasize the fact that no man is too old to learn, I want to say that the salesman referred to was nearly 40 years of age before he joined the staff of the hardware firm with which he is now associated.

We cannot get away from the fact that the mainspring in selling stoves is the live retail salesman.



Paint Department



Importance of Having Complete Paint Stock

Customer Who Decides on a Certain Color and Then Finds That it Cannot be Supplied, Will Receive Bad Impression.

REPORTS from paint manufacturers indicate that sorting orders for paint are coming in freely, and it is quite evident that retailers generally are endeavoring to keep on hand a representative assortment of the various paints, products which sell readily during the fall months. A large amount of painting is done during the fall, and it is highly important that retailers should be equipped to meet the demands of customers. This does not mean that heavy stocks are required. It means that retailers should go through their stock carefully and fill in the gaps.

A customer was in a Toronto hardware store one day last week trying to pick out a suitable color of paint to be used on her porch floor. It took her considerable time to decide on which color she liked best. There were three colors on the sample card that she thought would be suitable for the purpose, but she seemed very particular, and took a long time to decide which of the three she would select. She finally picked on a dark slate color, and said that she would take a half-gallon can. The clerk proceeded to get the paint and found that the stock of this color in both quart and half-gallon sizes had been sold out. A search of the reserve stock revealed the fact that this color was completely out. It was quite apparent that it was a good seller, and this thought no doubt struck the customer when she was informed that they were "just out" of that color. The clerk then tried to switch the customer to one of the other two colors which she had previously considered, but she would not consider them. She was quite positive that the color she had decided on was the only one that would look well on her porch floor and she would not take a substitute. The clerk said they could order the paint and have it in a few days, but the lady said she could not wait, and the sale was lost. The chances

are that if she had taken one of the other colors she would not have been satisfied with it, and would have thought that it did not look as nice as the color she had at first decided upon.

This is a case where a little foresight on the part of the merchant or his stock-keeper would in all probability have saved a customer. It may turn out that the customer will go back for other goods, but on the other hand, if she gets prompt service and courteous treatment in the opposition store she may become

THE TURN OF THE TIDES

"There is a tide in the affairs of men which, taken at the flood, leads on to Fortune."

Many Canadian business men are eagerly looking forward to the "turn in the tide" in Canadian trade. Some of them are saying: "Just wait until this war is over—the country will prosper, business will boom, and we will then start advertising on a large scale to get our share of it."

There is a wiser type of man; the man who is acting instead of talking—laying his plans NOW, so as to have his "boat of business" headed UPSTREAM when the tide turns; advertising NOW, because he knows that to delay until the war is over is to add a hundred-fold to the opposition his plea for "a share of the big business" must encounter.

Public opinion is not to be won "over-night." When the Canadian public lets loose its cash, the manufacturers and merchants to whom the golden stream will most freely flow, are those who are busy NOW creating good-will for themselves and their goods.

To take the tide of business at its flood requires, not days, not weeks, but MONTHS of preparation. Prepare NOW—advertise NOW—if you would later prosper.

a permanent customer with the opposition firm.

To have a successful paint department and to get the most profit out of the paint business it is necessary to have a stock sufficient to meet the immediate demands of your customers. The buying public to-day demands prompt service. If a customer decides to do some painting, he generally wants to get the material without delay, and have the work completed as soon as possible. Nothing is more annoying to a paint customer than to spend considerable time selecting colors and then find that the goods are not in stock, and that, if they wait, there will be several days' delay.

Another customer who should receive consideration is the one who has started a job of painting and finds in trying to get more material to finish up that the stock of the color he is using is just out and that in order to obtain the same color he will have to wait from three to five days, the result being that the job is held up for that length of time. This not only applies to ordinary ready mixed house paints, but to many lines of paint specialties, such as varnish stains, enamels, varnishes, buggy paints, flat finishes for walls, bronze, aluminum, etc. A customer is greatly disappointed when a job is held up for want of material, especially when several days must lapse before a new supply can be obtained.

In many of our successful stores, where a large paint business is done, the stock is gone through carefully at least once each week during the busy season and a complete list is taken of all the paint on hand. Orders are then sent in for a sufficient supply to keep the stock up to the standard. In going through the stock thoroughly the clerks discover any cans that may have been misplaced on the shelves, and they also remove any dust that may have accumulated.

HOW MANY?

How many clerks endeavor to do some of the customer's thinking by suggesting to him the purchase of a saw after he has bought a hammer; a glass-cutter after he has bought some points; in short, one of the many co-related articles of any one group of accessories?

MARTIN-SENOUR PAINTS AND VARNISHES

Made in Canada

To build a successful business on a basis of permanence and profit, it is absolutely necessary to supply your customers with **quality goods** which will surely satisfy and retain their confidence, thus assuring repeat orders, increased business, more profits. Martin-Senour Paints and Varnishes have that essential quality.

Our Dealer Agents Vouch for it.
Users positively Know it.
Time has surely Proven it.
We fully Guarantee it.

The Martin-Senour exclusive agency is a valuable asset.
Would you like to have the plan laid before you for consideration?



The **MARTIN-SENOUR** *Co.*
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
CHICAGO MONTREAL WINNIPEG
HALIFAX LINCOLN TORONTO



On the Firing Line of Business

progressive dealers are putting forth every effort to capture a big fall trade.

Live Berry Brothers' dealers, like the one whose show windows are shown here, are linking up their stores and their names with Berry Brothers' Varnishes.

They are getting the full benefit of our aggressive business - getting advertisements, which appear in the leading periodicals of the Dominion. These advertise-

ments give prospective varnish buyers confidence in

Berry Brothers' Varnishes and Berry Brothers' dealers.

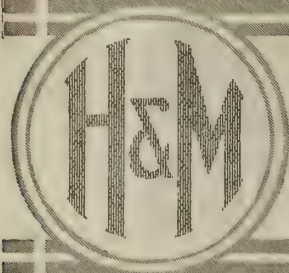
Berry Brothers also supply their dealers with many other advertising helps, such as signs, window display cards, folders, booklets and the famous Berry Wagons.

If you are not selling Berry Brothers' Varnishes now, fortify your position on the firing line of business more strongly by writing for our co-operative dealer proposition. Let us show you how we help our dealers keep their stocks moving—how profitable to the merchant a Berry Brothers dealership is.

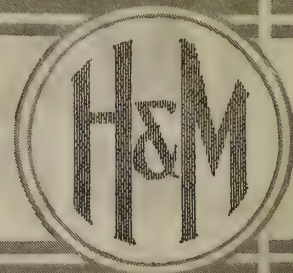


BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

WALKERVILLE, - Ontario



Weekly Paint Markets



MONTREAL.

MONTREAL, Oct. 7.—The paint situation has not undergone much change during the last week. Sales are reported as being good, and all prices have remained firm. The source of aniline colors having been cut off does not seem to have much effect upon the situation here. Most firms have a good supply of these pigments on hand. Some manufacturers of paints claim to have a year's supply on hand and this being the case there is no doubt but that other supply sources will have sprung up in the meantime. Really the raw material from which many of these pigments are produced is coal tar, and we in America have ample quantities. England is also well supplied, so there ought to be no difficulty in obtaining this here. The only reason that Germany seemed to have corralled this trade is because the industry seemed to have been developed there. The prices of mixed paints are becoming a little stiffer and the outlook is that they will continue to rise till spring.

The effect of large manufacturers of agricultural implements closing their shops has been to reduce the consumption of vermilion and other bright-colored pigments. These are among the pigments that have been most largely imported from Germany. Thus the present supply is being used but slowly.

Linseed Oil.

The consumption of linseed oil in England has been greatly reduced since the commencement of hostilities. Thus their importation of flax seed has fallen off. This has caused a great deal of flaxseed to remain in America, which would otherwise have been exported. This unexpected supply has had the tendency to bring the price of oil down to 55c for raw oil in one-barrel lots and 58c for boiled oil. However, the flax seed crop throughout America is below normal and the price of linseed oil may advance in the near future.

Turpentine.

The turpentine situation has not varied a great deal in the last week. In the South the price has stiffened a little and some dealers are already quoting at

1c and 2c advance over last week's prices. However, the prevailing local quotations are:

1/2 bbl. lots	68c per Imp. gal.
1 bbl lots	65c per Imp. gal.
2 to 4 bbl. lots	54c per Imp. gal.
5 to 10 bbl lots	62c per Imp. gal.

The outlook points to some slight advance immediately and no doubt during the coming week these advances will come into effect.

Gasoline and Benzine.

Gasoline and benzine prices have not changed and the outlook indicates that they have about found their level and the present prices will no doubt prevail for some time.

White Lead.

The white lead situation remains unchanged and the demand is about as usual. The supply is quite ample for all demands.

TORONTO.

TORONTO, Oct. 8.—The conditions prevailing in the paint market are unchanged, and about the same volume of business is reported as during last week. The market is steady and no change is recorded. Considering the condition of trade generally in the city, business is as good as might be expected, while the country trade is satisfactory; the volume of business being well maintained.

Conditions in the paint market are steadily improving and dealers are becoming more optimistic. Although the ocean trade has been interfered with lately on account of so many ships having been taken over by the Government for military purposes, there have been no complaints so far as we know, regarding any difficulty in obtaining raw materials. This dislocation will not be of long duration and stocks on hand are sufficient to take care of immediate requirements.

Linseed Oil.

Prices on linseed oil have been reduced again. Oil grinders are getting in the new and cheaper seed, which allows of jobbers obtaining oil at a lower figure, and retailers are also getting the

benefit of the reduction. Incidentally the market is dull and demand light; price cutting is also in evidence. The following prices are in effect in Toronto:—

	Raw.	Boiled:
Single bbls.	57	60
3 to 5 bbls.	56	59
6 to 9 bbls.	55	58

Turpentine.

There is no change in the turpentine situation. The Turpentine Farmers' Association is holding together well and maintaining prices, which are the same as last week. Indications point to the market holding firm for some time. Business is quiet. We quote the following local prices:—Single barrels, 67c; 2 to 4 barrels, 66c per Imp. gallon.

There is no change in the resin market, but it is stronger.

Glass.

The glass situation shows no improvement, and the increase in price noted last week has been maintained. Stocks of Belgium glass have been greatly depleted and prices are now based on glass obtained from the United States. Glass is now moving more freely, probably in anticipation of higher prices and a scarcity. It is highly probable that there will be a further advance in prices at no distant date. High prices will no doubt prevail until long after the war is over, that is, until the Belgium factories are restored to their normal condition.

Putty.

There is a fair demand for putty but the volume of business is below normal for this time of year. The following prices for putty are standard in less than ton lots:

	Per 100 lbs.
Bulk bbls., 800 lbs.	\$2.25
Bulk drums, 100 lbs.	2.75
Bulk drums, 50 lbs.	2.80
Bulk drums, 25 lbs.	2.85
Bulk drums, 12 1/2 lbs.	3.10
Cased tins, 25 lbs.	3.05
Cased tins, 12 1/2 lbs.	3.25
Bladders, bbl., 400 lbs.	3.05
Bladders, cases, 100 lbs.	3.15
Pure putty, 70c per cwt. advance.	

WAR TIME REMINISCENCES

IT is natural at such a time as this that one should think of the many struggles of the mother country against her enemies in times gone by. The anxiety that we are feeling to-day about the soldiers of the Empire and her Allies, is no new thing for England. Our firm of "Brandram" has passed through a great many such experiences, for the original founder of the house was established in London at the time of the battle of Culloden. It may be news to many of our readers to learn that in addition to making the BEST WHITE LEAD IN THE WORLD, he was also a manufacturer of many of the constituents of gun powder. Hence it is not improbable that he may have contributed in some measure to the supplies of the fighting forces of the King.

When one stops to think of it, what a number of great battles the "Brandram" firm have known? We do not need to recount these, but if we did, we are sure they would impart a great feeling of confidence and encouragement to every citizen of the Empire to-day. Corunna, Trafalgar, Waterloo, Balaklava, Inkerman, are all names to stimulate one's confidence in British soldiers and sailors at the present time.

The Brandram firm in Canada, Brandram - Henderson, Limited, are not to-day dealers in gun powder. Their sole attention is given to the corroding of BRANDRAM'S B. B. GENUINE WHITE LEAD by the old secret Brandram process, and the manufacture and marketing of BRANDRAM-HENDERSON PAINTS, etc.

The buyer who orders Brandram products to-day is not only buying a Canadian-made article, but an article that has been a standard of the British Empire for nearly 200 years.

BRANDRAM-HENDERSON LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 99% pure, lb. 22c
Pattern, lb. 23c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 50; 22 short smokeless, 55 and 5; 22 long rifle, black and smokeless, 40 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5 Center Fire Pistol Cartridges, 20 and 2½; Center Fire Sporting and Military Cartridges, 10%; Primers, 10 and 2½; Brass Shot Shells, 45 and 12%; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, and Nitro Club Remington and "Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 per cent.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., \$15, 45 p.c.; cash discount, 2 p.c. 30 days; net extras, as follows: subject to cash discount only; Chilled, 40c; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

ANTIMONY.

Cookson's or Hal-
lett's 15 00 15 00

ANVILS.

Buckworth, per lb. 0 10%

AUGERS.

Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 46 p.c.
Gilmour's auger, 70 p.c.
Rockford's auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AXES.

Daisy, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black Diamond, doz. 9 00
Samson single bit, doz. 9 00
Samson single bit, handled, doz. 12 50
Samson double bit, doz. 12 50
Samson flooring axes No. 2, doz. 9 00
Single bit, doz. 6 75 9 50
Double bit 10 50 12 00
Hunters' Axes 5 00 6 00
"Boys'" Axes 5 75 6 50

Bench Axes, Samson.

No. 3, doz., net 9 00
No. 3, doz., net 9 30
No. 4, doz., net 10 25
No. 5, doz., net 11 50
No. 6, doz., net 12 00

B

BABBITT.

Thomas Robertson & Co., Ltd.
—No. 1, 27c; No. 2, 18c; No. 3, 14c.

Tallman Brass & Metal Co.—
Arctic Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, 2 and 3.

Alonzo W. Spooner, Ltd.—
Spooner's Copperline, Tough, Hard, Finest, No. 1 and 2
Nicoluminum grades, No. 1, 2, 3,
Babbitt Metal grades, No. 1, 2,
3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BENZINE.

Montreal Toronto
Single bbls., gal. 0 20 0 18½
3 bbls. 0 18

BOLTS AND NUTS.

Carriage Bolts (\$1) list, ¾ in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts (\$1) list, 7-16 in., 52½ and 12½%
Machine Bolts, ¾ in. dia. and smaller, 70 and 5 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 and 5 p.c.
Sleigh Shoe Bolts, ¾ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 and 5 p.c.
Skein Bolts, 75 p.c.
Square Head Bolt Bolts, 60 p.c.
Bolt Ends, 60 and 5 p.c.
Plow Bolts, 55, 10 and 5 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts (\$3) list, 50 and 10 p.c.
Step Bolts, large head (\$3 list), 50 and 5 per cent.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4½c off list.
Nuts, Hexagon, 4½c off list.
Stove Rods, per lb. 5½ to 6c.
Stove Bolts, 80 and 7½ p.c.
Tire Bolts, 75 p.c.

BRASS.

Per lb.
Springs, sheets, up to 20 gauge 0 26
Rods, base ½ to 1 in. round 0 22
Tubing, seamless base 0 25
Tubing, iron pipe size, 1 in. base 0 25
Copper tubing, 4c extra.

BUTTS.

Plated, bower barff and nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 and 5 per cent.
Crescent brands, 70 p.c.

BARS (Clothes).

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range).

30-gallon, Standard, \$5; extra heavy, \$6.50.

BOARDS, BAKE.

Per doz.
No. 0, ¾ inch rim, 16x22... 4 25
No. 1, ¾ inch rim, 18x24... 4 75
No. 2, ¾ inch rim, 18x28... 5 25
No. 3, ¾ inch rim, 20x30... 5 90
No. 0, ¾ inch rim, 16x22... 4 60
No. 1, ¾ inch rim, 18x24... 5 30
No. 2, ¾ inch rim, 18x28... 5 60
No. 3, ¾ inch rim, 20x30... 6 30

BOARDS (Ironing).

Size 12x60 ins., doz. 7 20
Size 14x60 ins., doz. 8 40
Folding, 14x60 ins., doz. 16 50

BOARDS (Sleeve).

Basswood, stationary, doz. 1 56
Folding, per doz. 3 50
Folding, without sleeve .. 19 00

BOARDS (Wash).

Per doz.
Glass, doz. \$ 3 50
Enameled, doz., net 3 50
Pony 1 20
Crown 2 05
Dandy 2 25
Improved Globe 2 35
Standard Globe 2 45
Neptune 2 45
Original Globe 2 75
Newmarket King 2 75
Jubilee 2 75
Victor (Glass) 3 50
Diamond King (Glass).... 3 75
Western King (Enamel)... 3 50
Beaver (Brass) 3 50

BRUSHES.

Weighted, 15 lb., per doz. 14 70
Weighted, 20 lb., per doz. 19 90

C

CANS.

Milk cans and pails, 25 and 5%
Creamery cans, 25 and 5%
Railway cans, 40 and 2½%

Hand delivery and creamery cans, 35 p.c.

Cream cans, 35 p.c., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15
Milk can trimmings, 12½ per cent.

Common, cork-lined, 35 per cent.
Cans, Jacketted.

1 gal. jacketed, per doz. 2 70
2 gal. jacketed, per doz. 3 60
3 gal. jacketed, per doz. 4 20
5 gal. jacketed, per doz. 4 80
10 gal. jacketed, per doz. 8 40

CEMENT AND FIREBRICK.

Less than carload lots ... 1 85
Portland, per bbl., carload lots, f.o.b. Toronto 1 55
White Bros. English 2 00 2 05
"Lafarge" cement, in wood 3 40
Fire brick, Scotch, per 1,000 23 00 28 00
Fire brick, English, 17 00 21 00
Fire brick, Am., low, 23 00 25 00
Fire brick, Am., high, 27 50 31 00
Fire clay (Scotch), net ton 6 50
Fire clay, Am., net ton 5 00 10 00

CEMENT (FURNACE).

1½ lb. tins, per doz. 1 00
6 lb. tins, per doz., lb. 0 05
25 lb. tins, per doz., lb. 0 04

CEMENT, ROOFING.

Per gal.
Roofing cement (in bbls.) 0 17
Cement (in 5 and 10 gals.) 0 19
Cement (in 2 gals.) 0 25
Cement (in 1 gal.) 0 30

CHALK.

Carpenters, colored, per gross 0 65 0 80
Carpenters lead pencils, per gross... 2 40 6 75
Crayons, per gross... 0 20

CHISELS.

Cold chisels, 5x6 in., doz. 2 20
Bevel edge, 1 inch, doz. 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, \$6; 5-16, \$5.20; ¾, \$4.45; 7-16, \$4.20; ½, \$3.90; 9-16, \$3.80; ¾, \$3.80; ¾, \$3.65; ¾, \$3.45; 1, \$3.40.

Electric Weld Coil Chain—BB, 3-16 in., \$9.25 per 100 lbs.; ¼ in., \$6.50 per 100 lbs.; 5-16 in., \$4.50 per 100 lbs.; ¾ in., \$4.25 per 100 lbs.; 7-16 in., \$4 per 100 lbs.; ½ in., \$4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., \$11.50 per 100 lbs.

CHURNS.

No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, London and St. Mary's, 40 and 10 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 p.c.

CLEANERS (VACUUM).

Eureka Electric, each \$35 00
Cadillac Vac. Sweeper 5 50
Cadillac Combin'n Cleaner. 6 50
Cadillac Electric, Model C. 18 00
Cadillac Electric, Model D. 20 00

COMPOUND.

Soclean Sweeping. Per case.
4½ lb. size, 2 doz. in case... 4 50
8 lb. size, 2 doz. in case... 7 20
17 lb. size, 1 doz. in case... 6 75

COPPER.

Montreal Toronto
Casting ingot \$14 50 \$13 25
Bars, ½ to 2 in. 23 00 27 50
Plain sheets, 14 oz., 14x28 in., 14x60 in. 22 00 29 50
Copper sheet, tinned, 14x60, 14 oz. 23 75 30 50
Copper sheet, planished, 14x60, base. 30 00 37 50
Braziers', in sheets, 6 x 4 base 24 00 29 50

CORD (SASH).

No. 5, Special 0 50
No. 6, lb. 0 29½
No. 7, lb. 0 28½
No. 8, No. 9, No. 10, No. 12 0 28

CRATES.

Humpty-Dumpty, egg, doz. 3 75
Ideal egg boxes, with filler, 12 doz. size, per doz. 3 50

CANADA PLATES.

Ordinary, 52 sheets.. 2 75 3 00
All bright, 52 sheets. 3 85 4 00

Galvanized.

Apollo D. Crown Gorbals
18x24x52 .. 4 45 4 45 4 60
60 .. 4 70 4 70 4 85
20x28x30 .. 8 90 8 90 9 20
20x28x80 .. 9 40 9 40 9 70

M.L.S. and Famous—

Per box
I C, 14x20 base... \$7 00
I X, 14x20 base... 6 00
I X X, 14x20 base... 7 00
I X X X, 14x20 base.... 9 50

CHARCOAL TIN PLATES.

Raven and Murex Grades—
I C, 14x20 base... 5 00
I X, 14x20 base... 6 00
I X X, 14x20 base... 7 00
I X X X, 14x20 b. 9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base... 4 65
I X, 14x20 base... 5 65
I X X, 14x20 base 6 65

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets 7 40
I X, Terne Tin.... 9 40

COKE BRIGHT.

Bessemer Steel—
I C, 14x20 base... 4 50
20x28, double box 9 00

CLEVICES, 7½c per lb.

CLOCKS, ALARM.

Good Morning, ea. 0 80
Look Out 0 92
Big Ben 2 00
Baby Ben 2 00

CROWBARS, 4½c per lb.

DRILLS.

Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.

Jamieson's

Pure Prepared Paints

always make satisfied customers, and that is what you want in order to build up a good trade in this line.

R. C. Jamieson & Co.
LIMITED

Established 1858

Montreal

Vancouver

Owning and operating P. D. Dods & Co., Ltd.

Put your paint business on a paying basis by handling Jamieson's Paints and Varnishes.

12 



"To be, or not to be, that is the question,
Whether 'tis nobler in the mind
To suffer the slings and arrows
Of outrageous fortune,
Or to take arms against a sea of troubles."
—Hamlet.

HAMLET THE PRINCE OF DENMARK is a character which

every budding actor aspires to play. The late Sir Henry Irving certainly inspired many to study the works of Shakespeare, and those who were privileged to hear him in Hamlet's famous soliloquy are not likely to forget it. Most of us have been in a state of doubt on many occasions and said to ourselves: The question is...

TO BE, or not TO BE

If Hardwaremen would only consider for a moment that they can best serve the interests of their customers who use Babbitt Metals, by giving them goods made by a firm with a well-merited reputation for quality, they would in every case recommend, without any hesitation.

HARRIS HEAVY PRESSURE

THE BABBITT METAL WITHOUT A FAULT

ENGINEERS USING H. H. P. AVOID A SEA OF TROUBLES. THEY KNOW

IT WILL GIVE EXCELLENT SERVICE

We want an agent in every city. Ask for particulars.

Manufactured and guaranteed by

THE CANADA METAL COMPANY, LIMITED

HEAD OFFICE
AND FACTORY **TORONTO**

BRANCH
FACTORIES **Montreal, Winnipeg**

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., \$14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14x20 base..... 7 00 7 00
I X, 14x20 base..... 8 25 8 25
I X X, 14x20 base.. 9 50 9 50

DUCK.

Yarmouth Double	Standard Single.
29 in.	
7 oz. 0 17½	6 oz. 0 12½
8 oz. 0 19½	7 oz. 0 14
10 oz. 0 24½	8 oz. 0 15½
12 oz. 0 29½	9 oz. 0 17½
	10 oz. 0 19½
	12 oz. 0 23½
	15 oz. 0 32

Emery Wheels, 67½% discount.

F**FILES AND RASPS.** Per cent.

Disston's	75
Great Western American	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle.....	75
McClellan Globe	75
Black Diamond	66 2-3
Delta Files	65
Nicholson	66½
Jowett's (English list)	27½
Spear & Jackson (Eng. list)	35
Globe	75
Heilers	70

FITTINGS (IRON PIPE).

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 p.c.

FURS.

Toronto prices for Ontario furs:—Skunk, prime, extra large, \$1.50 to \$5; muskrats, spring, extra large, 65c; large, 55c; medium, 40c; small, 25c; weasel, No. 1, extra large, \$1.50; No. 1, large, 85c; No. 1, medium, 50c; bear, No. 1, extra large, \$22; No. 1, large, \$17.50; No. 1, medium, \$13; No. 1, small, 85c; cubs, \$2 to \$12, as to quality. Mink, No. 1, extra large, \$6 to \$8.50; No. 1, large, \$4 to \$7.50; No. 1, medium, \$2.25 to \$5; Fox, No. 1, extra large, \$8 to \$12; No. 1, large, \$6.50 to \$10; No. 1, medium, \$2.25 to \$5; No. 1, small, \$1.75 to \$4.

G**GALVANIZED WARE.**

Dufferin pattern pails, 50 p.c.
English pattern, 50 per cent.
Galvanized washtubs, 50 p.c.

GASOLINE Montreal Toronto

Single bbls., per bbl. 18½ 18½
Three bbls. and over..... 0 18

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick. 1 25
Smaller sizes extra.

H**HALTERS (SNAP AND RING).**

Jute Rope, ¾-in., per gross 8 00
Jute Rope, ½-in., per gross 10 50
Jute Rope, ¾-in., per gross 13 50
Leather, 1-in., per doz. 4 00
Leather, 1½-in., per doz. 5 20
Web

HALTERS (SISAL).

¾-in., \$9.00; 7-16-in., \$10.20; ½-in., \$11.40; 9-16-in., \$13.20; ¾-in., \$15.00.

HAMMERS, SLEDGE.

Can., 5 lbs. and over..... 0 06
Masons, 5 lbs. and over..... 0 06
Napping, up to 2 lbs..... 0 09

HANDLES (WOOD).

Axe, No. 3 culls, doz..... 0 60
Axe, No. 1 hickory, doz..... 2 04
Axe, 2nd growth, doz..... 3 00
Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Team whiffletrees and neck-yokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40 p.c.
Railroad and navy pick, 25 per cent.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 45 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox No. 021

B.D. Trolley, doz. pr. \$7 50

R.W. No. 117 P.D. Hanger,

full set

R.W. No. 321, per doz. pr. 14 40

Stearns wood track. Special.

Zenith

Atlas, steel covered. \$5 25 6 80

Perfect, No. 1

Perfect, No. 1½

Perfect, No. 2

New Milo, flexible. 6 00

Double strap hang-

ers, doz. sets

Standard jointed

hangers, doz. sets. 6 45

Steel King hangers,

doz. sets

Storm King and

safety hangers ..

Storm King rail ..

Crown

Crescent

Sovereign

Chicago Friction. Oscillating

and Big Twin Hangers, 5 p.c.

Steel track, 1 x 3-16 in.

(100 ft.)

Steel track, 1¼ in. 4 75

HATCHETS. Samson Samson

Per doz. Shingle Claw

No. 1

No. 2

HIDES.

Trimmed hides, green 0 12 0 13

Trimmed, green and

partly cured 0 12 0 13½

Usual 2 lbs. tare.

Horsehide, with mane and

tall, up to

Sheep skins, up to

Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP**HINGES.**

Strap. Tee.

4 in., doz. prs. 1 14 0 96

5 in., doz. prs. 1 38 1 11

6 in., doz. prs. 1 50 1 14

8 in., doz. prs. 2 04 1 53

10 in., doz. prs. 3 60 2 52

12 in., doz. prs. 4 47 4 14

14 in., doz. prs. 5 10 4 44

Light T and strap, discount

65 and 15 off list.

Screw hook and strap hinge—

Under 12 in., per 100 lbs. 5 00

Over 12 in., per 100 lbs. 4 25

Extra hooks for above, ¾

in., per lb. 5½

Extra hooks for above, ¾

in., per lb. 5½

Crate hinges and back flaps.

65 and 5 per cent.

Chest hinges and hinge hasps.

65 per cent.

HINGES (SPRING).

Spring, per gross — No. 5.

\$17.40; No. 10. \$19.50; No. 20.

\$8.50; No. 50. \$24; No. 51. \$9.60.

No. 120. \$17.40; offset No. 192.

\$16.80.

Chicago hold back screen door

iron, gross, \$12.

Chicago spring hinges, 15 p.c.

Triplex spring hinges, 40 p.c.

Chicago surface door (6,000).

45 per cent.

Garden City fire house hinges.

12½ per cent.

"Chief" floor hinge, 50 p.c.

HOES. Grub, 3¼-lb., \$4 doz.

HOOKS, GRASS. English

Canadian Fox

No. 2, per doz. 1 60 2 50

No. 3, per doz. 1 70 2 90

No. 4, per doz. 1 80 3 25

HOOKS, CORN.

Enreka, doz. 1 80

Cyclone, doz. 2 40

Hoes, corn, doz. 4 50

HORSESHOES.

Iron shoes, light, medium and

heavy, No. 2 and larger, \$3.90;

No. 1 and smaller, \$4.15; snow

pattern, No. 2 and larger, \$4.15;

No. 1 and smaller, \$4.40; "X.L."

steel shoes, new light pattern, 1 to 6, No. 2 and larger, \$4.35; No. 1 and smaller, \$4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, \$5.75; special countersunk steel, all sizes, 0-4, \$6.25; toe weight steel shoes, all sizes, No. 1 to 4, \$6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25; "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition

Corrugated, ½ in., ft. 0 13½

Corrugated, ¾ in., ft. 0 17

Cable, 70 per cent.

Leader, 60 and 10 per cent.

I**IRON AND STEEL.**

Montreal Toronto

Angles

Common bar, per

100 lbs.

Forged iron, per

100 lbs.

Refined iron, per

100 lbs.

Horseshoe iron, per

100 lbs.

Mild steel

Sleigh shoe steel. 2 25 2 25

Domestic

Reeled machinery

steel

Tire steel

Sheet cast steel... 0 15 0 15

Toe calk steel

Mining cast steel. 0 07½ 0 07½

High speed

Cammell Laird

Black Diamond

tool steel

Silver tool steel... 0 13½ 0 13½

Cold Rolled Shafting.

9-16 to 11-16 inch. 0 06

¾ to 1 7-16 inch. 0 05½

1 7-16 to 3 inch. 0 05

Montreal 40%. Toronto 40%.

IRON, TINNED.

72x30 up to 24 gauge, case

lots

Less than case, 25c per 100 lbs.

72x30 up to 26 gauge, case

lots

extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished,

per set

Mrs. Potts, No. 50, nickel-

plated, per set

Mrs. Potts, handles, japan-

ned, per gross

Sad irons, common, plain.. 5 00

Sad irons, common, plated. 5 50

Asbestos, No. 70, per set.... 1 50

Asbestos, No. 90, per set.... 1 20

Princess Electric, each..... 3 00

Ideal Electric, each

Gasoline Sad Iron, each... 3 50

Ideal Gasoline, each

LADDERS, ETC.

(Step Ladders.)

Shelf-lock

Ontario

Faultless

Extra Heavy

Hercules

Decorator

Perfect

Chair Ladders, each.....\$2 00

(Roped Extension.)

20 ft.\$3 00 42 ft.\$ 7 95

22 ft. 3 30 44 ft. 8 36

24 ft. 3 60 46 ft. 8 74

26 ft. 3 90 48 ft. 9 12

28 ft. 4 20 50 ft. 9 50

30 ft. 4 50 52 ft. 11 44

32 ft. 4 80 54 ft. 11 88

34 ft. 5 78 56 ft. 12 32

36 ft. 6 12 58 ft. 12 76

38 ft. 6 46 60 ft. 13 20

40 ft. 6 80

(Common Extension.)

20 ft. each

22 "

24 "

26 "

28 "

30 "

32 "

34 "

36 "

38 "

40 "

(Common Single.)

8 ft., each

10 ft., each

12 ft., each

14 ft., each

16 ft., each

18 ft., each

The World-Famous
SIMONDS
Crescent-Ground
CROSS-CUT
SAWS

MADE IN
MONTREAL

Sell
Simonds Saws
because they will
give your customer
better service than any
other make of saw. There is
none better. They cut easy
and saw fast. Made of Sim-
onds special edge-holding
steel. Each saw guaranteed.
Buy from your jobber, or
write to

Simonds Canada Saw
Co., Limited
St. Remi St. and Acorn Ave.
Montreal, Que.
Vancouver, or St. John, N. B.



"Made in Canada"

Brooms of Quality

to introduce our

CANADA LINE

Please note the following **SPECIAL PRICES**—
Sample order solicited:

Fine Polished Colored Handles

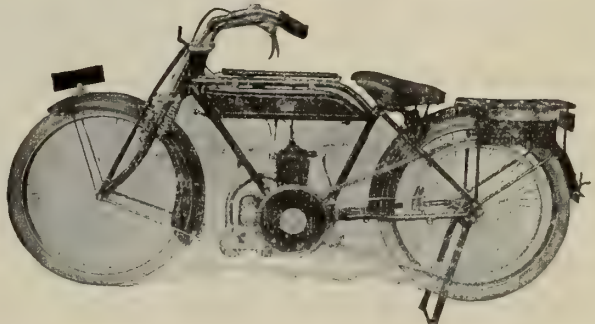
No. 1 Canada, 5 String - -	\$4.50
No. 2 Canada, 4 String - -	\$4.00
No. 3 Canada, 4 String - -	\$3.75

6 Dozen lots and up delivered—Ontario

WALTER WOODS & CO.
Hamilton

The Bown-Villiers 2 $\frac{1}{4}$ h.p.

TWO-STROKE MOTOR CYCLE



A perfect light-weight fitted with Villiers Engine, B. & B. carburettor, Druid spring fork, Dunlop tyres. A very high-class machine, perfectly constructed and finished. Very easy to handle; extremely silent running, and good hill-climber. Built of high-grade materials by skilled workmen. As reliable as our world-famed Aeolus pedal cycles.

Price as illustrated, \$134.00 in England.
Liberal discount to the trade.

Write for full illustrated catalogue and prices of other models.

THE BOWN MFG. CO.
EXPORT DEPT.
SNOW HILL, BIRMINGHAM, ENG.

HARDWARE AND METAL

MALLETS.	Per doz.
Tinsmiths', 2½ x 5½ in....	1 65
Carpenters', round hickory. 1 95	
Lignum Vitae, round, 5 in. 2 40	
Caulking, No. 8, oak.....	15 00

MANGLES.	
Victor, each	\$14 25
Woodyatt, each	6 60

MIRRORS, FRAMED.	Doz.
Size glass, 4 x 6.....	1 00
Size glass, 5 x 7.....	1 25
Size glass, 6 x 9.....	1 60
Size glass, 7 x 9.....	1 75
Size glass, 8 x 10.....	2 00
Size glass, 9 x 12.....	2 60
Size glass, 10 x 14.....	3 10
Size glass, 10 x 17.....	3 75

MOPS.	
Mops, O-Cedar, doz	\$12 00
S. W. Mops, doz.	3 25
New Wizard, small, doz....	8 00
New Wizard, large	10 00
Mop sticks, doz.	1 10
Cast head mops, doz.	1 35
Crescent, doz.	1 50
Crank wringing, doz.	4 75

Extra Cloths.	
Challenge, doz.	2 10
Woven cloths, doz.	1 35

NAILS.	
Standard steel wire nails,	
Toronto, \$2.25 base; Montreal,	
\$2.25 base; London, \$2.25 base.	

Cut nails — Montreal, \$2.50;	
Toronto, \$2.70; London, \$2.70.	
Miscellaneous wire nails, 75 p.c.	
Coopers' nails, 33 1-3 per cent.	
Pressed spikes, ½ diameter,	
per 100 lbs., \$3 base.	

NAILS (HORSE SHOE).	Per box.
Capwell.	
No. 4, in 25-lb. box	\$3 75
No. 5, in 25-lb. box	3 75
No. 6, in 25-lb. box	3 50
No. 7, in 25-lb. box	3 25
No. 8, in 25-lb. box	3 25
No. 9, 10, 11 and 12, in 25-lb. box	3 00
Less 10 and 5 per cent. off.	

NAILS (HORSE).	
M.R.M. cold forged process list,	
10th January, 1912.	

Size.	Length.	Prices per 25-lb. box.
No. 3, 1½-in.	\$4 10
No. 4, 1¾-in.	3 75
No. 5, 1½-16	3 50
No. 6, 2½	3 10
No. 7, 2 5-16	2 90
No. 8, 2½	2 75
No. 9, 2 11-16	2 60
No. 10, 2½	2 50
No. 11, 3 1-16	2 45
No. 12, 3½	2 45

NETTING, POULTRY.	
2 in. mesh, 19 w.g., 50-10% off;	
1½ in. mesh, 50-10% off.	

NET PRICES ON SMALL SIZES POULTRY NETTING.	
½-in. x 22 ga. x 12-in., roll.	\$3 00
½-in. x 22 ga. x 18-in., roll.	4 30
½-in. x 22 ga. x 24-in., roll.	5 60
½-in. x 22 ga. x 30-in., roll.	6 95
½-in. x 22 ga. x 36-in., roll.	8 20
1 in. x 20 ga. x 12-in., roll.	1 50
1 in. x 20 ga. x 18-in., roll.	2 10
1 in. x 20 ga. x 24-in., roll.	2 70
1 in. x 20 ga. x 30-in., roll.	3 25
1 in. x 20 ga. x 36-in., roll.	3 80
1 in. x 20 ga. x 48-in., roll.	5 10
Poultry netting staples, 60%.	

OAKUM.	Per 100 lbs.
Best (American)	9 00
U.S. Navy (American)....	8 50
Plumbers (spun) ...	3 65 3 80

OIL.	
Can. prime white petrol	0 14½
Royalite	0 17 0 15
Palacine	0 21½ 0 17½
Castor Oil, per lb. 0 08½	0 08½
Black oil (Summer) 0 12½	0 12
Black oil (Winter) 0 14½	0 14
Cylinder Green ...	0 35 0 35
Paraffine	0 22 0 20
XXX Machine	0 25½ 0 21

OLD MATERIALS.	
F.o.b. Toronto.	
Tea lead, pack., 2¼ to 3¼ lb.	
Tea lead, chest, 2¼ to 3¼ lb.	
Lead (heavy, pipe, etc.), 3 to 4 c	

Brass, heavy, 9 to 10c lb.	
Brass, light, 6 to 7c lb.	
Zinc, heavy, 2¼ to 4c lb.	
Copper, heavy, 11 to 12c lb.	
Rubbers, such as old rubber, boots, and shoes, according to trim, 5½c to 6c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4 to 5c; bicycle tires, 2 to 3c.	

PACKING (JUTE).	
Per Coll Lots.	
Fine, 30 ends to ¼ inch..	0 09½
Beaver, 8 ends to 1-inch.	0 08
Coarse sewer	0 07

PAPER, ETC.	
O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70

Per 400 ft. roll.	
Plain Fibre, No. 1.....	0 50
Plain Fibre, No. 2.....	0 35
Tarred Fibre, No. 1.....	0 62
Tarred Fibre, No. 2.....	0 43
Tarred Fibre, Cyclone, 25 lbs., roll	0 62
Dry Cyclone, 15 lbs.....	0 50
Tarred Fibre, Good Luck Brand, per roll	0 62
Dry Fibre, Good Luck Brand, per roll	0 50

Per 100 lbs.	
Oiled waterproof building paper, 600 sq. ft. roll....	1 05
400 sq. ft. roll	
O.K. Brand corded sheathing	0 95
Sheathing (Surprise)	0 40
Blue R-S Sheathing.....	0 42
Dry fibre No. 1	0 50
Dry fibre No. 2	0 35
O.K. carpet felt	1 40

Per 100 lbs.	
Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 60
Carpet felt, 20 oz.	2 60
Resin sized Fibre, per roll	0 43
Asbestos Bldg.	3 25
Heavy fibre, 32 ft. x 60 ft., per 100 lbs.	2 00
Liquid Roofing Cement, bbls., per gallon	0 17
Liquid tins cement, 5a	0 19
Crude coal tar, per bbl....	4 50
Refined coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Caps, per lb.	0 05
Rails, per lb.	0 05
Mop Cotton, per lb.	0 17
Tarred felt, Dominion, 7 oz.	\$2 10

PICKS (CLAY).	
5 to 6 lbs., doz.....	4 15
7 lbs., doz.	4 40
7 to 8 lbs., doz.	4 75
8 lbs., doz.	5 00

PINS, COTTER.	
Cotter pins, 90% discount.	

PINS, CLOTHES.	
Selected full count.	
5 gross, 4-in. (loose).....	\$0 80
5 gross, 4½-in. (loose)....	0 90
5 gross, 5-in. (loose).....	1 00
4 gross, 4-in. (12 pkgs. of 4 doz. each)	0 80
5 gross 4 in. (24 pkgs. of 2 doz. each)	0 90
6 gross 4 in. (12 pkgs. of 6 doz. each)	1 00

PIN (ESUTCHEON).	
Steel, discount, 50 per cent.	
Brass, 50 per cent.	

PIPE, STANDARD WROUGHT.	
Butt weld.	
Size.	Black Galvanized
¼ and ¾ inch.....	\$2 16 \$3 06
½ inch	2 64 3 57
¾ inch	3 05 4 20
1 inch	4 51 6 21
1¼ inches	6 10 8 40
1½ inches	7 29 10 04
2 inches	9 81 13 54
2½ inches	15 80 21 65
3 inches	20 66 28 31
3½ inches	24 84 34 04
4 inches	29 43 40 33
Lap weld.	
2 inches	11 29 14 99
2½ inches	16 38 22 23
3 inches	21 42 29 07
3½ inches	25 76 34 96
4 inches	30 52 41 42
4½ inches	35 56 48 26
5 inches	41 44 56 24
6 inches	53 76 72 96
7 inches	79 97 105 90

8"x25 lbs. per ft.	83.75	111 30
8"x28 lbs. "	96 43	128 40
9 inches	115 60	153 50
10"x32 lbs. "	107 20	142 40
10"x40 lbs. "	138 00	183 30
12 inches	174 80	.....

These prices are for small quantities only. Discounts in proportion to size of order will be allowed.

PIPE (LEAD)	
Lead pipe, 7½c, 2½% off.	
Lead waste pipe, 9c; 2½% off.	
Traps and bends 40 p.c. off.	

PIPE (SOIL).	
Medium and extra heavy pipe up to 6-inch, 65 per cent. and 10 off.	
7 and 8-in. 45 per cent. off.	

PIPE (CONDUCTOR).	
2 inch, in 10-ft. lengths....	3 45
3 inch, in 10-ft. lengths....	4 20
4 inch, in 10-ft. lengths....	5 53
5 inch, in 10-ft. lengths....	7 60
6 inch, in 10-ft. lengths....	9 25

PITCH.	
Pine, per bbl.	4 50

PLANES.	
Wood bench, aCn., 15 per cent.	
Wood, fancy, 30 to 35 per cent.	
Prices, Filers and Nippers.	
Button's genuine, 37½ to 40 per cent.	

PLATES (BOILER).	
Plates, ¼ to ½ inch, Montreal Toronto per 100 lbs.	2 40 2 50
Heads, per 100 lbs.	2 65 2 75
Tank plates, 3-16 inch 2 70 2 80	

PLUGS (METAL).	
Painted wall plugs, per 1,000	\$20 00
Galv. wall plugs, per 1,000	23 00

POLISH.	Doz.
O-Cedar, 4-oz. bottles....	\$2 00
O-Cedar, 12-oz. bottles....	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1-gal. cans	24 00
Liquid veneer, 4-oz.	2 00
Liquid veneer, 12-oz.	4 00
Liquid veneer, quarts	8 40
Tandem metal polish paste.	6 60
Axoline brass cleaner, 100 in pkg.	6 50

RAZORS.	Per doz.
Boker's King Cutter	7 50 20 00
Henckel's	
Gillette Safety, each	3 75
Star Safety Razor, 33½ per cent.	
Edelweiss	
Ever-Ready, doz.	9 00
Ern Razors	6 00 to 18 00
Ern Junior Razor	14 50

REELS, HOSE.	
Plain wood, each	0 75
Plain wood, with drum, ea. 0 95	
Metal	1 40

RIVETS AND BURRS.	
Iron rivets, blacked and tinned, 75%.	
Iron burrs, 75 per cent.	
Copper rivets, usual proportion of burrs, 35 and 12½; burrs, 30 and 12½ per cent.	
Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.	
Coppered Rivets, net extras. 2½c per lb.	

ROOFING.	
Tarred felt (7 oz.)	\$2 10
Tarred felt (10 oz.)	2 10
Tarred felt (16 oz.)	2 16

Per roll.	
2 ply R.R.	0 75
3 ply R.R.	0 95
2 ply R.R., complete in roll	1 15
3 ply R.R., complete in roll	1 35
Samson 1-ply, roll	1 45
Samson 2-ply, roll	1 90
Samson 3-ply, roll	2 30
Amatite roofing, per sq.	2 70
Ready 2-ply, Shield, per roll	0 75
Ready 3-ply, Shield, per roll	0 95
Tarred 210 roofing felt,	
Tarred roofing felt, cwt....	2 10
ROPE.	
Pure Manila base	\$0 16
Best Manila base	0 16
British Manila base	0 12
African hemp base	0 12

Sisal base	0 10
Double lath yarn	0 09½
Single lath yarn	0 09½
Russian hemp	0 17
Russia deep sea line	0 22
Russia tarred bolt rope.	0 19½
Russia tarred ratline	0 18½
Jute rope	0 13
Cotton, 3-16 in. and over.	0 24

Sisal Clothes Line.	
3-ply, 30 ft.	0 45
3-ply, 40 ft.	0 60
3-ply, 48 ft.	0 72
3-ply, 60 ft.	0 90
3-ply, 72 ft.	1 08
3-ply, 100 ft.	1 50
6-ply, 40 ft.	0 95
6-ply, 48 ft.	1 15
6-ply, 60 ft.	1 45
6-ply, 72 ft.	1 75
6-ply, 100 ft.	2 40

RULES, BOXWOOD.	
Rabone's. Per doz.	
No. 1375—2 ft. ....(51)...	1 80
No. 1101—2 ft. ....(52)...	3 90
No. 1167—2 ft. ....(7)...	3 60
No. 1106—2 ft. ....(53½)...	4 10
No. 1375—3 ft. ....(66½)...	2 50
No. 1112—3 ft., hf. bound	6 00
No. 1190—With level	8 85
No. 1493—Brass black'shs	1 70
No. 1494—Brass black'shs	2 20

SAWS.	
Atkins Hand and Crescent, 25 p.c.	
Disston's Hand, net prices, new list.	
Simonds' Hand, 15 per cent.	
Shurly & Dietrich, 35 p.c.	
Spears & Jackson, 40 per cent.	

SCALES.	
Gurney Standard, 30 per cent.;	
Champion, 50 per cent.	
Burrow, Stewart & Milne — Imperial Standard, 30 per cent.;	
Champion E. B. Scales, 35%.	
Fairbanks Standard, 30; Dominion, 50; Richelleu, 50.	

Net Prices.	
Champion, 4 lb., \$2.50 plus 30c for stamping; 10 lb. \$3.75 plus 50c for stamping; 240 lb. \$5.50 plus 50c for stamping; 600 lb., platform, \$14 plus \$1 for stamping; 1,200 lb., platform, \$16.50 plus \$1 for stamping; 2,000 lbs., platform, \$22 plus \$1 for stamping; 2,000 lb., drop lever, \$26 plus \$1 for stamping.	

SAP SPOUTS.	Per 1,000
Bronzed cast iron with hooks	6 00
Eureka, tinned steel, hooks.	8 00

SCOOPS (FURNACE).	Doz.
D. Handle	\$3 25
L. Handle	3 25

SCREWS (MACHINE).	
Flat head, iron and brass, 35 per cent. Fillister head, iron, 30; brass, 25 per cent.	

SCREWS.	Per cent.
Wood, F.H., bright, 85, 10, 7½, 10, 5 per cent.	
Wood, R.H., bright, 80, 10, 7½, 10, 5 per cent.	
O.H. bright, 80, 10, 7½, 10 p.c. 5 per cent. off list.	
Wood, F.H., brass, 75 10 7½ 10	
Wood, R.H., brass, 70 10 7½ 10	
Wood, F.H., bronze 75 10 6 10	
Wood, R.H., bronze 65 10 5 10	
Drive screws	65 10 5 10
Set, case hardened 60 10	
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.....	\$5 00
Bench, iron, per doz.....	4 25

SCYTHES.	
Cast steel, doz.	\$ 6 50
Clipper, doz.	7 50
Guaranteed, doz.	9 00
Brush, doz.	7 50

SCYTHE SNATHS.	
No. 1, per doz.....	\$ 8 40
No. 2, per doz.....	7 70
No. 3, per doz.....	7 35
Brush, per doz.....	8 40
No. 20, per doz.....	8 75

STONES.	
Western Red End (3 doz. to box), per box.....	0 85
Diamond, per box.....	1 00
Quinebog, per box.....	1 50
English, round (25 to box), per box	2 00
Emery, per doz.	0 85
Carborundum, per doz.	2 25

THE TRIPLE ALLIANCE

MURESCO, THE WALL FINISH
BIG PROFITS FOR THE DEALER
SATISFIED CUSTOMERS

Send for Prices and Color Cards.

Benjamin Moore & Co., Limited, Cawthra Ave.
TORONTO, CANADA

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

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PURE
**LINSEED
OILS**



If your Job-
ber does not
handle them
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est mill.

NOW IS THE SEASON FOR

"NATIONAL" ELECTRIC HEATERS and RADIATORS

MADE IN ALL STYLES AND SIZES.

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The National Electric Heating Co., Ltd.

TORONTO, - CANADA



660 Watts. can
be used off
Ordinary Lamp
Socket.

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	2 50	2 55
12 gauge	2 55	2 60
14 gauge	2 35	2 35
16 gauge	2 40	2 40
18-20 gauge	2 45	2 50
22-24 gauge	2 50	2 55
26 gauge	2 60	2 65
28 gauge	2 70	2 75

SHEETS.

Corrugated, galv., 10% off.	
22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Galvanized).

R.W. Queen's	Fleur-de-Lis	Gorbals
gauge	Head	best
16-20	3 80	3 45
22-24	3 85	3 55
26	4 10	3 90
28	4 35	4 10

Colborne Crown—16-20 gauge, \$3.60; 22-24 gauge, \$3.65; 26 gauge, \$3.90; 28 gauge, \$4.15.

Apollo Brand	Montreal	Toronto
14 gauge	2 95	
16 gauge	2 95	
18-20 gauge	3 10	
22-24 gauge	3 45	3 20
26 gauge	3 70	3 55
28 gauge	4 05	3 70
10 1/2 oz.	4 25	3 90

SHELLERS, CORN.

Black Hawk, doz.	18 00
Plymouth Rock, doz.	8 50

SHOVELS AND SPADES.

	1st	2nd	4th
Shovels	60	55	45
Socket sc'ps, 50 and 5	45	45	45
Rivet scoops 50			
Drain tools 60			
Scoops	50 and 5	45 and 5	
Hollow backs			
and sand, 60	45		

Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.

Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SIFTERS, ASH.

Wood Sifters, doz.	\$ 1 50
Rocker, No. 1, each.	4 00
Rocker, No. 3, each.	3 25

SINKS.

Cast iron, 16x24, \$1.10; 18x30, \$1.50; 20x36, \$2.25.	
Flat rim enameled sinks, 16x24, \$3.50; 18x30, \$4; 18x36, \$5.15.	

SLIDING SHOES.

Onward Sliding Shoes, 40%.

SNAPS.

Harness, 25%.

SOLDER.

	Montreal	Toronto
Tinker's bar	0 25	
Wire solder, lb.	0 28	0 31
Bar half-and-half, guaranteed	0 26	0 26
Half-and-half, not guaranteed	0 23	0 24

SOLDERING IRONS.

Base, per lb., 28 cents.

SOLDER WIPING.

Aeae	0 21
Commercial	0 21
Easy	0 23
Star Extra	0 24
Strictly standard wiping	0 24

SPELTER.

Foreign, per 100 lbs. 6 00 6 00

STAPLES.

Poultry netting, 100 lbs.	6 70
Red, 100 lbs., No. 14.	6 75
Blind, per lb.	6 12
Bright Fence, 100-lb. kegs.	2 55
Bright Fence, 25-lb. boxes.	2 50
Galv'd fence, 100-lb. kegs.	2 90
Galv'd fence, 25-lb. boxes	3 15

Cooper's staples, 45%.

Bright spear point, 75%.

SWEETENERS, CARPET.

Univ. Japd., cyco bearing.	24 00
Univ. N.P., cyco bearing.	27 00
Grand Rapid, Japd., ball-bearing	26 00
Grand Rapid, N.P., ball-bearing	29 00
Princess N.P., ball-bearing	30 00
Elite, ball-bearing	34 00
Am. Queen N.P., ball-bearing	32 00
Parlor	35 00

SWINGS.

Baby, 2-passenger, each.	\$2 75
Ontario, 2-passenger, each.	3 75
Ontario, 4-passenger, each.	4 25
Stratford, 4-passenger, each	5 50

Boyers Gliding Settees with awning, each 8 50
Without awning, each 12 50

TACKS, BRADS, ETC.

Carpet tacks, blue, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blue, in dozens only, 80 and 10; 1/4 weights, 60; Swedes cut tacks, blue and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blue and tinned, bulk, 70 and 10; Swedes, gimps, 82 1/2; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blue, 65 and 10; clout nails, blue and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 9 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87 1/2; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES—Lufkins.

Ass skin, No. 713, 50 ft., doz.	2 85
Ass skin, No. 714, 66 ft., doz.	3 40
Linen, No. 404, 66 ft., ea.	1 10
Metallic, No. 603, 50 ft., ea.	1 40
Rival steel, No. 263, 50 ft., ea.	2 90
Rival steel, No. 266, 100 ft.	4 90
Reliable Jr., No. 103, 50 ft.	2 70
Rabone's.	
Tape Lines, linen, No. 2601	
550, each	\$1 00
Metallic, No. 4011x50, ea.	1 35
Metallic, No. 4011x66, ea.	1 55
Steel, No. 2891x50, ea.	2 70
Steel, No. 4161x50, ea.	3 00
Steel, No. 4161x50, ea.	5 15

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10%.

TIES (METAL).

Galv. wall ties, per 1,000...\$5 00
Painted wall ties, per 1,000. 5 00

TIES, COW.

McKinnon, 40% discount.
Greenings, 40% discount.

TIN.

Tin, per lb. 34-36 34-36

TINNERS' TRIMMINGS.

Discount, 45%.
Plain, 70 and 5%.

TOOLS, HARVEST.

Samson, 47 1/2%; ord., 50%.

TRAPS (STEEL AND GAME).

Newhouse, 40%.
Hawley & Norton, 57 1/2%.

Victor, 70%.

Oneida Jump, 65%.

TRESTLES.

5 ft., each.	\$1 50
8 ft., each.	2 00
10 ft., each.	2 50
12 ft., each.	3 00

TROWELS.

Disston's, 10%.

TWINE (Binder).

650 ft., per lb.	0 13 1/2
600 ft., per lb.	0 11
550 ft., per lb.	0 09 3/4
500 ft., per lb.	0 09 1/4

5 ton lots, 1/4 c lb. allowance.

10 ton lots, 1/2 c lb. allowance.

Delivered in 300-lb. lots and over.

Wrapping cotton 5-lb. 120-lb.

4-ply 0 28 1/2 0 26 3/4

3-ply 0 25 1/2 0 24 1/4

TUBES.

Boiler Tubes.

Montreal Toronto

100 ft., 1 1/2 in.	10 45
100 ft., 2 in.	9 60
100 ft., 2 1/2 in.	10 25
100 ft., 2 1/2 in.	12 25
100 ft., 3 in.	13 30
100 ft., 3 1/2 in.	15 55
100 ft., 4 in.	19 80

TUBS.

Samson Galvanized.

No. 11, doz. net	12 00
No. 22, doz. net	14 40
No. 33, doz. net	16 80

Common Galvanized.

No. 1, doz.	6 83
No. 2, doz.	7 43
No. 3, doz.	8 48

WOODEN WASH TUBS.

	Per nest.
Nests of 3-0, 1 and 2	\$2 38
Nests of 3-1, 2 and 3	2 05
Nests of 4-0, 1, 2 and 3	2 95
No. 0, per doz.	11 00
No. 1, per doz.	9 00
No. 2, per doz.	8 00
No. 3, per doz.	7 00

V

VALVES, ETC.

Ground work, 55%.
Stand, compr. work, 60%.
High-grade compr. work, 50%.
Cushion work, 55%.
Fuller work, 65, 5%; No. 0, 70, 10%, and 1 and 2 basin cocks, 65, 5%.
Flatway stop and stop and waste cocks, 60, 10%; roundway, 60 and 5%.
J.M.T. Globe, Angle and Check Valves, 50%; Standard, 60%.
J.M.T. Radiator Valves, 55%; Standard, 60; patent quick opening valves, 70 and 10%.

WARE, COPPER AND NICKEL.

Copper boilers, kettles, 40 and 5%.
Copper tea and coffee pots, 40 and 5%.
Copper pints, 30 and 5%.
Foundry goods, hollow ware, 40 and 5%.

WARE, ENAMELED.

White war, 72 1/2 per cent.
London and Princess, 50 p.c.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial and Colonial steel, 60 and 10 per cent.
Star decorated steel, 33 1/2 p.c.
Hollow ware, tinned steel, 40 per cent. off.

Enamelled street signs, 50 p.c.

WARE, TIN, PIECED.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails, 35 per cent.

Copper bottom tea kettles and boilers, 35 per cent.

Coal hods, 35 per cent.

Boiler and tea kettle pits, 30 and 5 per cent.

WARE, STAMPED.

Plain, 70 and 5.
Retinned, 70 and 5.

Tinners' trimmings, 70 and 5.

WASHERS, IRON.

Full box, 45 per cent. smaller.
Full box, 45 p.c.; smaller lots, 30 p.c.; assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c. lb.

WEATHERSTRIP.

Narrow wood and felt...1 1/4 c ft.
Medium wood and felt...1 1/4 c ft.
Wide wood and felt...2 1/4 c ft.

All felt Frost King...\$4.40 doz.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2.00
Sectional, 1/2 lb., per 100 lbs. 2.25
Solid, 3 to 30 lbs., per 100...1.60

WEIGHTS.

Smarts, Horse, 3 1/4 c lb.

WHEELBARROWS.

Navy, steel wheel, doz.	21 00
Garden steel wheel, doz.	32 40
Light garden, per doz.	22 80
Heavy garden, L-side	33 00
Heavy farm, solid side	33 00

WHIFFLETREES.

Tubular steel, 28 ins.	0 70
Tubular steel, 34 ins.	1 00
Tubular steel, 36 ins.	1 25

Tubular steel neckyokes,

36 inches 1 25

Tubular steel doubletrees,

40 inches 0 95

Tubular steel lumbermans,

44 inches 0 95

WIPERS.

(See Paint Markets)

WIRE.

Brass wire, 50 and 5 per cent.
Copper wire, 50 and 2 1/2 per cent.
Annealed Cut Hay Baling Wire, No. 9, \$3.75; No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13 1/2, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 5c per lb. to the above.

WIRE, CLOTHES LINE.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$3; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F.O.B. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL.

Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extra net. Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 30-34, \$6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in 1/2-lb. hanks, 28c; in 1/4-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

No. 13, \$2.20; No. 14, \$2.40; No. 15, \$2.50 f.o.b. Montreal, Toronto, Hamilton and London.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, \$2.20 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, \$1.25, bright soft drawn 15c, charcoal (extra quality), \$1.25, packed in casks or cases, 15c, bagging and papering, 10c. 50 and 100-lb. bundles in 25-lb. bundles 15c. in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in 1/2-lb. hanks, 75c; in 1/4-lb. hanks, \$1.

WIRE CLOTH.

Painted screen, in 100-ft. rolls. \$1.55 per 100 sq. ft.; in 50-ft. rolls, \$1.60 per 100 sq. ft.

Rustless screen, 7c. sq. ft.

Cut lengths, 8c. sq. ft.

WIRE (FENCE).

	Per cwt.
Barb	2 35
No. 9, coil spring	2 25
No. 9, plain galvanized	2 15
No. 12, plain galvanized	2 30
No. 13, plain galvanized	2 40
O. & A., No. 10	2 36
O. & A., No. 11	2 42
O. & A., No. 12	2 50
F.O.B. Montreal, Toronto and London.	

WIRE ROPE.

Galvanized, 1st grade, 6 strands 24 wires, 3/8, \$5; 1 inch, \$16.80.

Black, 1st grade, 6 strands, 19 wires, 3/8, \$5; 1 inch, \$15.10. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES.

WIRE BALE TIES.		Cwt.
Single Loop, No. 14	.....	\$3 00
Single Loop, No. 15	.....	3 15



For Outdoors

Or In

You can fill every paint requirement with the right RAMSAY finish.

And every RAMSAY product is *right*. The right formulæ, the right materials, the right price and the right value. You'll find it a pleasure to do business with a house that has grown up with the country and has 72 years of Canadian paint experience behind it.

Write us.

A. RAMSAY & SON CO., - MONTREAL
ESTABLISHED 1842

Good Pumps with Good Profits

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted good through and through "Aremacdee" Brand.

Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps—for Force or Lift use—every size, style, kind, in our big catalogue.

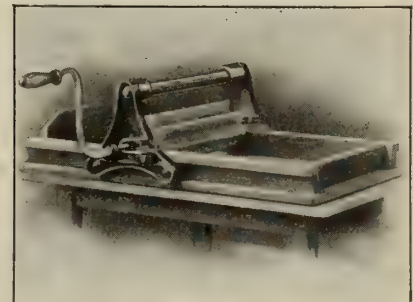
Write

The
R. McDougall Co., LIMITED
GALT, CANADA



Maxwell "British" Butter Worker

has been on the market for years and has been adopted by the best dairies in Great Britain and Canada.



Results in Better Butter and Bigger Profits. Makes the butter firm, even and consistent all through. In three sizes—14", 17" and 20" wide.

MAXWELLS LIMITED St. Marys, Ont.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, \$6.20 per 100 lbs. 5 lb. packages, \$6 per 100 lbs.

ALCOHOL.

5 gal. lots, per gal., \$1.

BEESWAX.

Per lb., 40c.

BRONZING LIQUID.

Bronzing liquid, No. 1 ...\$1 75
Banana oil, gal. 4 00

BRUSHES.

Weighted, 15 lbs., doz. ...\$14 70
Weighted, 20 lbs., doz. ... 19 90

COATING.

Cement Coating\$2.55 3.00

COLORS (DRY).

Per lb.
Raw Umber, 100 lb. keg... 0 09
Burnt Umber, 100 lb. kegs 0 09
Raw Sienna, 100 lb. kegs 0 09
Burnt Sienna, 100 lb. k... 0 09
Imperial green, 100 lb. k... 0 12
Italian red, 100 lb. kegs... 0 05
Brunswick green, 100-lb. k 0 06
Indian red, 100 lb. kegs... 0 10
Indian red, No. 1, 100 lb. k 0 06
Vermilion, 100 lb. kegs... 0 20
Drop black pure dry 0 12
Golden ochre, 100 lb. kegs 0 01½
White ochre, barrels 0 04
Yellow ochre, barrels 0 01½
Sulphur ochre, 100 lb. kegs 0 02
Canadian red oxide, bbls. 0 02
Saper magnetic red 0 02½

COLORS IN OIL.

Venetian red 1-lb. tins, pure 0 12
Chrome yellow, pure 0 23
Golden ochre, pure 0 14
French ochre, pure 0 12
Chrome green, pure 0 11
French permanent green, pure 0 15
Signwriters' black, pure... 0 20
Marine black, 25-lb. irons 0 06

DRIERS.

Patent 25 lb. tins, 8c. lb.; patent 1 lb. tins, 11c lb.

ENAMELS.

Per gallon in quart tins.
M. L. Floorglaze (Imperial V. & C. Co.) 1 80
Alba-Gloss enamel 4 00
Anchor Floorlustre 1 80
Lowe Bros'. Linduro 4 20

FILLER.

Luxeberry Enamel\$5 00
Screen Enamel B.B. 1 65

GLUE.

Per lb.
French medal 0 14
German common sheet... 0 10
German prima 0 17
White pigsfoot 0 21
Perfection amber, ground, No. 1230 0 13
Ground glues at same prices.
XXL 0 13
XL 0 11½
CL 0 12
C 0 11

GLASS.

(TORONTO QUOTATIONS.)

Size United Inches. Star.
Under 26\$4 25
26 to 40 4 65
41 to 50 5 10
51 to 60 5 35
61 to 70 5 75
71 to 80 6 25
81 to 85 7 00
86 to 90
91 to 95
96 to 100
Double Diamond.
Size United Inches.
Under 26\$6 25
26 to 40 6 75
41 to 50 7 50
51 to 60 8 50
61 to 70 9 75
71 to 80 11 00

\$1 to \$512 50
\$6 to \$915 00
\$1 to \$517 50
96 to 10020 50
101 to 10524 00
106 to 11029 00

Discount on 16 oz. glass net; discount on double diamond, 15%; cut sizes, 33 1-3%.

MONTREAL QUOTATIONS.

Country Base Price.
United Inches. Star. Double Diamond.
25 in.\$3 75 \$5 45
40 in. 4 00 6 05
50 in. 4 50 6 90
60 in. 4 75 7 45
70 in. 5 05 8 20
80 in. 5 65 8 75
85 in. 6 15 9 60
90 in. 11 40
95 in. 12 50
100 in. 16 40
105 in. 16 40
110 in. 21 00

Montreal City prices 25c per case advance on Star and 40c per case on Double Diamond.

GLASS, PLATE.

Country discount, 35 and 5% off list, delivered.
City discount, 45 and 5% off.

LEAD.

(White Ground in Oil.)
Montreal Toronto
Elephant, Genuine ...\$9 15 \$8 65
"Anchor," pure 8 65 8 80
Brandram's B.B. Gen-
unie 9 65 9 80
C. P. Co. decorat's pu. 8 65 8 80
Crown and Anchor,
pure 8 65 8 80
Decor'or's Pure (Wpg) 8 60
Moore's Prie White 8 80
Lead 8 80
Painter's Perfect 8 10
Lowe Bros'. White,
H.S. 8 80
Ramsay's Pure Lead 8 65 8 55
Ramsay's Exterior ... 8 15 8 30
Tiger Pure 8 65 8 35
"James Genuine" 8 80
Stephens' H. P. P. (Win-
nipeg) 8 70

Less than ton lots, 20c per ton higher.

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt. ... 8 00 6 38
Genuine, 100-pound kegs, per cwt. ... 8 25 6 75
No. 1 casks, per 100 lbs. 7 75 6 25
Less quantity 8 50

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots...\$17 50
2 lb. pkgs., per 100 lbs... 15 00
5 lb. pkgs., per 100 lbs... 12 00
25 lb. pkgs., per 100 lbs... 11 00
100 lb. pkgs., per 100 lbs... 9 75
100 lb. kegs, per 100 lbs... 9 60
300 lb. pkgs., per 100 lbs... 9 50
600 lb. casks, per 100 lbs... 9 00

MURESCO.

Tirts in 5 lb. packages, per 100 lbs., \$3.40.

OILS (LINSEED RAW).

Montreal Toronto
Single bbls....See weekly report
3 to 5 bbls. ...See weekly report
6 to 9 bbls. ...See weekly report

LINSEED, BOILED.

Single bbls....See weekly report
3 to 5 bbls....See weekly report
6 to 9 bbls....See weekly report

PAINTS (PREPARED).

Per gallon in qt. tins.
Sherwin-Williams paints, base 2 00
Canada Paint Co.'s pure... 2 00
Elephant and Prism 1 80
Benj. Moore Co.'s
"Egyptian" Brand 1 45
Moore's house colors, per gallon 1 75
Brandram-Henderson's
"English" 2 00
Fresco-Tone, in quarts... 1 80
Ramsay's paints, pure ... 1 80
Ramsay's paints, Thistle.. 1 60
Martin-Senour, 100 p.c. pure 2 00
Senour's floor paints 1 60
Maple Leaf Paint (Imp. V. & C. Co.)
Jamieson's Crown and Anchor brand 1 60
Lowe Bros'. High Standard Stephens' House Paint (Winnipeg) 1 75
Stephens' Floor Paint (Winnipeg) 1 75
Silkstone Wall Color 2 00

PARIS, PLASTER.

Per bbl. 2 25

PARIS WHITE.

In bbls. 0 30

PIGMENTS.

Orange Mineral, casks.. 0 08½
Orange Mineral, 100-lb. kegs 0 08¾

PRIMER.

Luxeberry Primer\$2 25

PASTE WOOD FILLER B.B.

Lb.
1 lb. cans\$0.18
2 lb. cans 0.18
5 lb. cans 0.17
10 lb. cans 0.16
25 lb. cans 0.12
100 lb. kegs 0.11
14 barrels 0.10½
Barrels 0.10

PUTTY.

Standard Montreal Toronto
Bulk, in casks 2 30 2 55
Bulk, 100-lb. drums. 2 50 2 75
Bulk, 25-lb. drums.. 2 60 2 85
Bladders, in bbls. 2 80 3 05
Pure Putty, 75c hd. advance.

SHELLAC.

Gum, 32c lb.; finest orange, 42c lb.

TAR (PINE TAR).

Half pint tins, per doz... 0 60
Pint tins, per doz. 1 10

PAINT AND VARNISH REMOVER.

Tuxite, 1 gal. cans 2 10
Cumoff 2 10

TURPENTINE.

Montreal Toronto
5 gal.See weekly report
Pure, single bbls....
See weekly report

SLATING.

Gal.
2 to 4 bbls. 0 60 0 64
Liquid Slating, B.B.\$3.00

STAINS.

Gal.
Oil, & Spirit, Berry Bros.\$2.50
Water Stains, Berry Bros. 1 25
Berrycraft stin finish 3.00
Shingletint, 5 gal. cans .. 1.15

VARNISHES.

Per gal. cans
Liquid Granite\$3 00
Elastic Interior 3 00
Elastic Outside 6 00
Luxeberry, light 3 00
Luxeberry, white 5 00
Luxeberry, spar 4 50

Luxeberry, exterior 5 00
Dugloss finish 3 00
Carriage, No. 1 1 50
Excello 2 00
Mar-Not 2 70
Elastic Oak 1 50
Light oil finish 1 35
Gold sized japan 2 00
Baking black japan 1 35
No. 1 black japan 0 95
Crystal Damar 2 50
No. 1 Damar 2 25
Oilcloth 1 50
House painters' white jap. 1 95
Elastilite varnish 2 25
Copaline varnish 2 25
Granitine floor finish 2 25
Jamieson's floor enamel ... 1 75
Sherwin-Williams' KOPAL varnish 2 50
Canada Paint Co.'s SUN varnish 2 25
"Flint-Lac," coach 1 30
B. H. Ltd., "Gold Medal," cases 1 80
Dependon Lt. H. Oil Finish 1 55
Elastic Floor 2 30
Elastic exterior finish ... 4 25
Flatline floor finish 3 90
Stovepipe varnish, ½ pts., gross 9 00
Pure white shellac varnish 2 00
Pure orange shellac varnish 1 90
No. 1 orange shellac varnish 1 75

WATER PAINTS.

Opalite, 300 lb. bbls..... 0 07
Opalite, 100 lb. kegs 0 07½
1 gal. package, per pkg. 0 45
½ gal. package, per pkg. 0 25

WASTE (POLISHING).

Cream 0 13
White 0 12

WASTE (WHITE).

VXX extra 0 11
X Grand 0 10½
NLCR 0 09¾
X Empire 0 08¾
X Press 0 07¾

WASTE (COLORED).

Fancy 0 07¾
Lion 0 07
Standard 0 06¼
Popular 0 05½
Keen 0 05

WASTE (PACKING).

Arrow 0 15
Anchor 0 06
Anvil 0 07½
Axel 0 09

WASHED WIPERS.

Select white 0 06
Light colored 0 06½
Dark colored 0 05

WAX.

Per lb.
Johnson's Floor, natural.. 0 38
Johnson's Floor, black... 0 38
Old English Floor Wax... 0 38
Cooke & Boulton's Floor Wax 0 30
Ronuk Floor Wax, lb.... 0 38
Berry Bros. 0 45

WHITING.

Plain, in bbls. 1 50
Gilders, bolted, in bbls... 2 00

ZINC (DRY).

Extra Red Seal, V.M.....

ZINC IN OIL.

Pure, in 25-lb. irons 0 10
No. 1, in 25-lb. irons... 0 07
No. 2, in 25-lb. irons... 0 05¾
Pure in Damar Varnish. 0 19½

"MADE IN CANADA."



This is a one-gallon package of Enamelastic. Penny lever top. Easy to open.

Here is a white enamel equal to the finest imported enamels.

SHERWIN-WILLIAMS



The war has cut off the importation of varnishes and enamels from Europe, but Canada is not dependent on imported finishes. Sherwin-Williams Enamelastic is superior to many foreign enamels and equal to the best of them.

Special qualities found in Enamelastic.

It is essential that white enamels have perfect working, flowing and drying qualities, and produce a full-bodied finish that will stay white without a tendency to crack and chip.

S-W Enamelastic has easy flowing qualities, great capacity and covering power, firm but elastic drying, and is a clean, pure-toned white that holds its rich color, together with the fullest, richest finish.

Enamelastic is exceptionally heavy bodied, yet it is so finely ground and thoroughly aged that the pigment does not settle to the bottom of the package.

It is made in four finishes: Enamelastic Snow White, for use where the whitest finish is of the greatest consideration; Enamelastic Dull Finish Interior, which produces the effect of rubbed work; Enamelastic Pure White, for general use, and Enamelastic Egg Shell finish, which gives a semi-gloss effect.

S-W Enamelastic is equally as serviceable for exterior work as for interior finishing, and can be depended on to produce satisfactory results.

We will be glad to send descriptive booklet.

SHERWIN-WILLIAMS PAINTS & VARNISHES

A FINISH FOR EVERY PURPOSE

THE SHERWIN-WILLIAMS Co. of Canada, Limited: Montreal, Toronto, Winnipeg, Calgary, Vancouver, Halifax, N.S., London, Eng.



Winnipeg Hardware Quotations

ANVILS.

Peter Wright, 80 lbs. and up,
1 1/2 c per lb.; clip horn, 12 1/2 c.

AUGER BITS.

"Irwin" bits, 45 per cent.;
common, 70 and 10 per cent.

AXES.

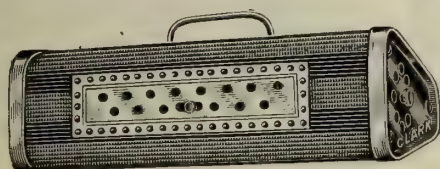
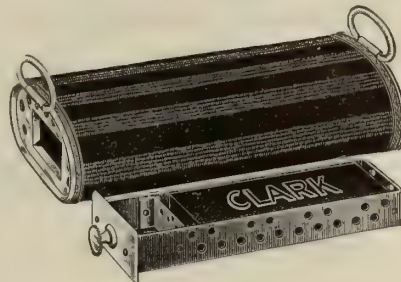
H. B., 1 lb., \$6.25 per doz.; 1 1/2 lb., \$6.65; 2 lb., \$6.90; 2 1/2 lb., \$7.50; 2 3/4 lb., \$7.75; 3 lb., \$8.00; 3 1/2 lb., \$8.25; 4 lb., \$8.50; 4 1/2 lb., \$8.75; 5 lb., \$9.00; 5 1/2 lb., \$9.25; 6 lb., \$9.50; 6 1/2 lb., \$9.75; 7 lb., \$10.00; 7 1/2 lb., \$10.25; 8 lb., \$10.50; 8 1/2 lb., \$10.75; 9 lb., \$11.00; 9 1/2 lb., \$11.25; 10 lb., \$11.50; 10 1/2 lb., \$11.75; 11 lb., \$12.00; 11 1/2 lb., \$12.25; 12 lb., \$12.50; 12 1/2 lb., \$12.75; 13 lb., \$13.00; 13 1/2 lb., \$13.25; 14 lb., \$13.50; 14 1/2 lb., \$13.75; 15 lb., \$14.00; 15 1/2 lb., \$14.25; 16 lb., \$14.50; 16 1/2 lb., \$14.75; 17 lb., \$15.00; 17 1/2 lb., \$15.25; 18 lb., \$15.50; 18 1/2 lb., \$15.75; 19 lb., \$16.00; 19 1/2 lb., \$16.25; 20 lb., \$16.50; 20 1/2 lb., \$16.75; 21 lb., \$17.00; 21 1/2 lb., \$17.25; 22 lb., \$17.50; 22 1/2 lb., \$17.75; 23 lb., \$18.00; 23 1/2 lb., \$18.25; 24 lb., \$18.50; 24 1/2 lb., \$18.75; 25 lb., \$19.00; 25 1/2 lb., \$19.25; 26 lb., \$19.50; 26 1/2 lb., \$19.75; 27 lb., \$20.00; 27 1/2 lb., \$20.25; 28 lb., \$20.50; 28 1/2 lb., \$20.75; 29 lb., \$21.00; 29 1/2 lb., \$21.25; 30 lb., \$21.50; 30 1/2 lb., \$21.75; 31 lb., \$22.00; 31 1/2 lb., \$22.25; 32 lb., \$22.50; 32 1/2 lb., \$22.75; 33 lb., \$23.00; 33 1/2 lb., \$23.25; 34 lb., \$23.50; 34 1/2 lb., \$23.75; 35 lb., \$24.00; 35 1/2 lb., \$24.25; 36 lb., \$24.50; 36 1/2 lb., \$24.75; 37 lb., \$25.00; 37 1/2 lb., \$25.25; 38 lb., \$25.50; 38 1/2 lb., \$25.75; 39 lb., \$26.00; 39 1/2 lb., \$26.25; 40 lb., \$26.50; 40 1/2 lb., \$26.75; 41 lb., \$27.00; 41 1/2 lb., \$27.25; 42 lb., \$27.50; 42 1/2 lb., \$27.75; 43 lb., \$28.00; 43 1/2 lb., \$28.25; 44 lb., \$28.50; 44 1/2 lb., \$28.75; 45 lb., \$29.00; 45 1/2 lb., \$29.25; 46 lb., \$29.50; 46 1/2 lb., \$29.75; 47 lb., \$30.00; 47 1/2 lb., \$30.25; 48 lb., \$30.50; 48 1/2 lb., \$30.75; 49 lb., \$31.00; 49 1/2 lb., \$31.25; 50 lb., \$31.50; 50 1/2 lb., \$31.75; 51 lb., \$32.00; 51 1/2 lb., \$32.25; 52 lb., \$32.50; 52 1/2 lb., \$32.75; 53 lb., \$33.00; 53 1/2 lb., \$33.25; 54 lb., \$33.50; 54 1/2 lb., \$33.75; 55 lb., \$34.00; 55 1/2 lb., \$34.25; 56 lb., \$34.50; 56 1/2 lb., \$34.75; 57 lb., \$35.00; 57 1/2 lb., \$35.25; 58 lb., \$35.50; 58 1/2 lb., \$35.75; 59 lb., \$36.00; 59 1/2 lb., \$36.25; 60 lb., \$36.50; 60 1/2 lb., \$36.75; 61 lb., \$37.00; 61 1/2 lb., \$37.25; 62 lb., \$37.50; 62 1/2 lb., \$37.75; 63 lb., \$38.00; 63 1/2 lb., \$38.25; 64 lb., \$38.50; 64 1/2 lb., \$38.75; 65 lb., \$39.00; 65 1/2 lb., \$39.25; 66 lb., \$39.50; 66 1/2 lb., \$39.75; 67 lb., \$40.00; 67 1/2 lb., \$40.25; 68 lb., \$40.50; 68 1/2 lb., \$40.75; 69 lb., \$41.00; 69 1/2 lb., \$41.25; 70 lb., \$41.50; 70 1/2 lb., \$41.75; 71 lb., \$42.00; 71 1/2 lb., \$42.25; 72 lb., \$42.50; 72 1/2 lb., \$42.75; 73 lb., \$43.00; 73 1/2 lb., \$43.25; 74 lb., \$43.50; 74 1/2 lb., \$43.75; 75 lb., \$44.00; 75 1/2 lb., \$44.25; 76 lb., \$44.50; 76 1/2 lb., \$44.75; 77 lb., \$45.00; 77 1/2 lb., \$45.25; 78 lb., \$45.50; 78 1/2 lb., \$45.75; 79 lb., \$46.00; 79 1/2 lb., \$46.25; 80 lb., \$46.50; 80 1/2 lb., \$46.75; 81 lb., \$47.00; 81 1/2 lb., \$47.25; 82 lb., \$47.50; 82 1/2 lb., \$47.75; 83 lb., \$48.00; 83 1/2 lb., \$48.25; 84 lb., \$48.50; 84 1/2 lb., \$48.75; 85 lb., \$49.00; 85 1/2 lb., \$49.25; 86 lb., \$49.50; 86 1/2 lb., \$49.75; 87 lb., \$50.00; 87 1/2 lb., \$50.25; 88 lb., \$50.50; 88 1/2 lb., \$50.75; 89 lb., \$51.00; 89 1/2 lb., \$51.25; 90 lb., \$51.50; 90 1/2 lb., \$51.75; 91 lb., \$52.00; 91 1/2 lb., \$52.25; 92 lb., \$52.50; 92 1/2 lb., \$52.75; 93 lb., \$53.00; 93 1/2 lb., \$53.25; 94 lb., \$53.50; 94 1/2 lb., \$53.75; 95 lb., \$54.00; 95 1/2 lb., \$54.25; 96 lb., \$54.50; 96 1/2 lb., \$54.75; 97 lb., \$55.00; 97 1/2 lb., \$55.25; 98 lb., \$55.50; 98 1/2 lb., \$55.75; 99 lb., \$56.00; 99 1/2 lb., \$56.25; 100 lb., \$56.50; 100 1/2 lb., \$56.75; 101 lb., \$57.00; 101 1/2 lb., \$57.25; 102 lb., \$57.50; 102 1/2 lb., \$57.75; 103 lb., \$58.00; 103 1/2 lb., \$58.25; 104 lb., \$58.50; 104 1/2 lb., \$58.75; 105 lb., \$59.00; 105 1/2 lb., \$59.25; 106 lb., \$59.50; 106 1/2 lb., \$59.75; 107 lb., \$60.00; 107 1/2 lb., \$60.25; 108 lb., \$60.50; 108 1/2 lb., \$60.75; 109 lb., \$61.00; 109 1/2 lb., \$61.25; 110 lb., \$61.50; 110 1/2 lb., \$61.75; 111 lb., \$62.00; 111 1/2 lb., \$62.25; 112 lb., \$62.50; 112 1/2 lb., \$62.75; 113 lb., \$63.00; 113 1/2 lb., \$63.25; 114 lb., \$63.50; 114 1/2 lb., \$63.75; 115 lb., \$64.00; 115 1/2 lb., \$64.25; 116 lb., \$64.50; 116 1/2 lb., \$64.75; 117 lb., \$65.00; 117 1/2 lb., \$65.25; 118 lb., \$65.50; 118 1/2 lb., \$65.75; 119 lb., \$66.00; 119 1/2 lb., \$66.25; 120 lb., \$66.50; 120 1/2 lb., \$66.75; 121 lb., \$67.00; 121 1/2 lb., \$67.25; 122 lb., \$67.50; 122 1/2 lb., \$67.75; 123 lb., \$68.00; 123 1/2 lb., \$68.25; 124 lb., \$68.50; 124 1/2 lb., \$68.75; 125 lb., \$69.00; 125 1/2 lb., \$69.25; 126 lb., \$69.50; 126 1/2 lb., \$69.75; 127 lb., \$70.00; 127 1/2 lb., \$70.25; 128 lb., \$70.50; 128 1/2 lb., \$70.75; 129 lb., \$71.00; 129 1/2 lb., \$71.25; 130 lb., \$71.50; 130 1/2 lb., \$71.75; 131 lb., \$72.00; 131 1/2 lb., \$72.25; 132 lb., \$72.50; 132 1/2 lb., \$72.75; 133 lb., \$73.00; 133 1/2 lb., \$73.25; 134 lb., \$73.50; 134 1/2 lb., \$73.75; 135 lb., \$74.00; 135 1/2 lb., \$74.25; 136 lb., \$74.50; 136 1/2 lb., \$74.75; 137 lb., \$75.00; 137 1/2 lb., \$75.25; 138 lb., \$75.50; 138 1/2 lb., \$75.75; 139 lb., \$76.00; 139 1/2 lb., \$76.25; 140 lb., \$76.50; 140 1/2 lb., \$76.75; 141 lb., \$77.00; 141 1/2 lb., \$77.25; 142 lb., \$77.50; 142 1/2 lb., \$77.75; 143 lb., \$78.00; 143 1/2 lb., \$78.25; 144 lb., \$78.50; 144 1/2 lb., \$78.75; 145 lb., \$79.00; 145 1/2 lb., \$79.25; 146 lb., \$79.50; 146 1/2 lb., \$79.75; 147 lb., \$80.00; 147 1/2 lb., \$80.25; 148 lb., \$80.50; 148 1/2 lb., \$80.75; 149 lb., \$81.00; 149 1/2 lb., \$81.25; 150 lb., \$81.50; 150 1/2 lb., \$81.75; 151 lb., \$82.00; 151 1/2 lb., \$82.25; 152 lb., \$82.50; 152 1/2 lb., \$82.75; 153 lb., \$83.00; 153 1/2 lb., \$83.25; 154 lb., \$83.50; 154 1/2 lb., \$83.75; 155 lb., \$84.00; 155 1/2 lb., \$84.25; 156 lb., \$84.50; 156 1/2 lb., \$84.75; 157 lb., \$85.00; 157 1/2 lb., \$85.25; 158 lb., \$85.50; 158 1/2 lb., \$85.75; 159 lb., \$86.00; 159 1/2 lb., \$86.25; 160 lb., \$86.50; 160 1/2 lb., \$86.75; 161 lb., \$87.00; 161 1/2 lb., \$87.25; 162 lb., \$87.50; 162 1/2 lb., \$87.75; 163 lb., \$88.00; 163 1/2 lb., \$88.25; 164 lb., \$88.50; 164 1/2 lb., \$88.75; 165 lb., \$89.00; 165 1/2 lb., \$89.25; 166 lb., \$89.50; 166 1/2 lb., \$89.75; 167 lb., \$90.00; 167 1/2 lb., \$90.25; 168 lb., \$90.50; 168 1/2 lb., \$90.75; 169 lb., \$91.00; 169 1/2 lb., \$91.25; 170 lb., \$91.50; 170 1/2 lb., \$91.75; 171 lb., \$92.00; 171 1/2 lb., \$92.25; 172 lb., \$92.50; 172 1/2 lb., \$92.75; 173 lb., \$93.00; 173 1/2 lb., \$93.25; 174 lb., \$93.50; 174 1/2 lb., \$93.75; 175 lb., \$94.00; 175 1/2 lb., \$94.25; 176 lb., \$94.50; 176 1/2 lb., \$94.75; 177 lb., \$95.00; 177 1/2 lb., \$95.25; 178 lb., \$95.50; 178 1/2 lb., \$95.75; 179 lb., \$96.00; 179 1/2 lb., \$96.25; 180 lb., \$96.50; 180 1/2 lb., \$96.75; 181 lb., \$97.00; 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Oval type, 14 in. long, heavy white metal ends, heat regulating end ventilators. Built for heavy usage. Weight 5 lbs.

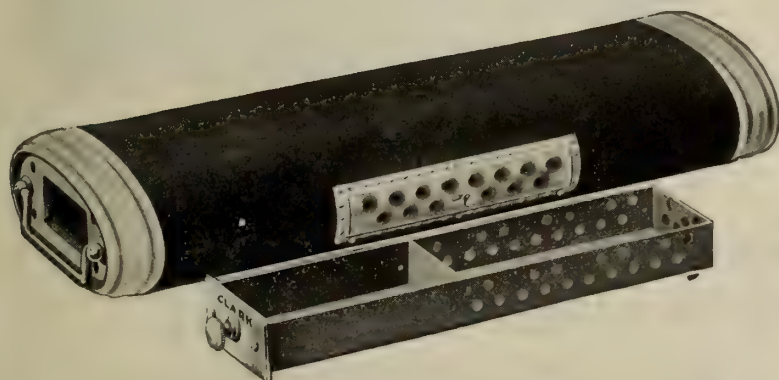


7D. CLARK HEATERS.

Slanting top, 14 in. long. Nickered steel ends. Heat regulating side and end ventilators, heavily nickered. Weight 6½ lbs.

5B. CLARK HEATERS.

Oval type, 12 in. long. A light heater having Clark steel body and stamped steel ends, with heat regulating ventilators. Weight 4½ lbs.



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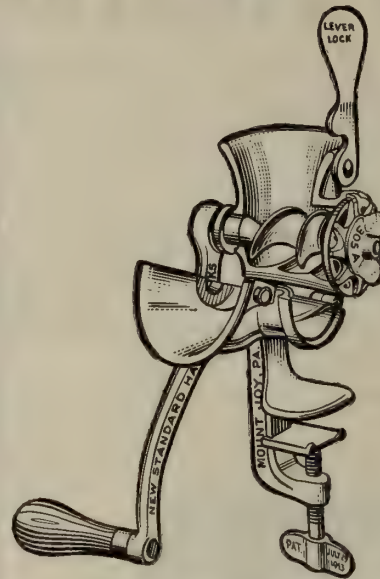
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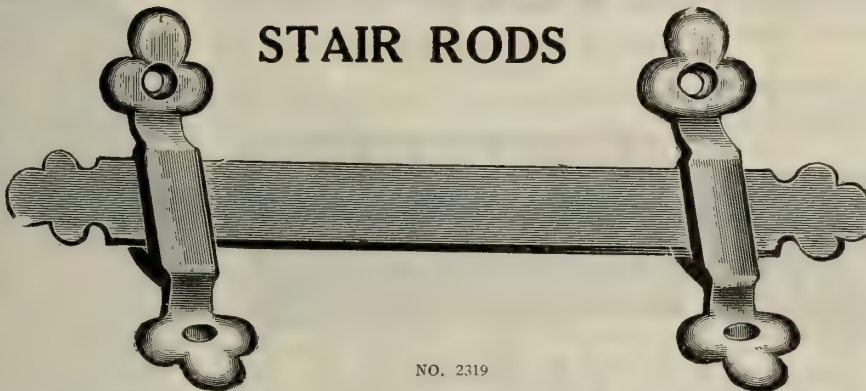
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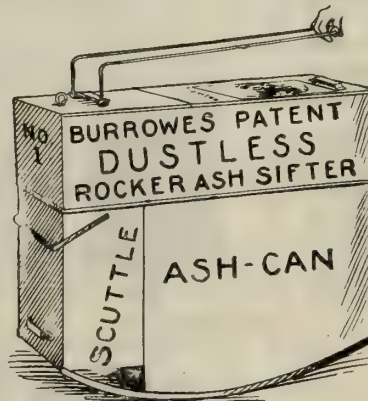
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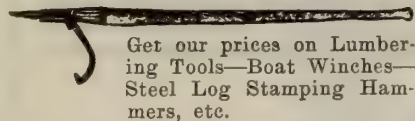
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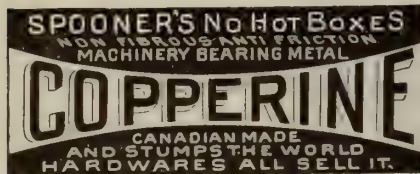
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Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

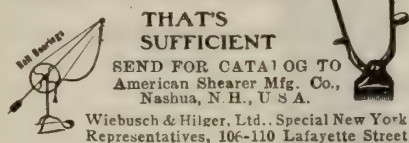


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ARGALL BROS., - - General Ironworkers
Estb. 1860 Three Rivers, P.Q.



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THAT'S
SUFFICIENT

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Wiebusch & Hilger, Ltd., Special New York
Representatives, 106-110 Lafayette Street

100 Years of Peace

Between the United States and Canada
WALKER'S CORK SCREWS
have been sold in Canada for a quarter of that
time, and more of them will be sold because
they are all guaranteed not to bend or break
in use.
All jobbers in Canada have them in stock.
Insist on getting "Walkers." Our 1914 cata-
logue should be in every hardware store. Write
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ERIE SPECIALTY COMPANY, Erie, Pa., U.S.A.

GASOLINE LIGHT SUPPLIES

For any make of lamps. Now is the
time to fit up your system with
Mantles, Glassware, Generators, etc.

Pitner Gasoline Lighting Co., Limited
52 Colborne St. TORONTO, Ont.

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for Carriage and Special
Castings of all Kinds

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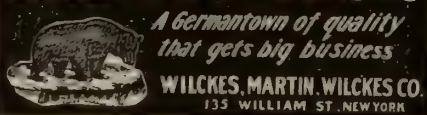
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BEAR BRAND LAMP BLACKS



*A Germantown of quality
that gets big business*

WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

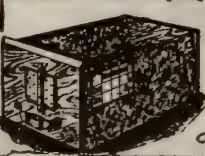
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GANANOQUE, ONT.

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and Canoe Nails, Escutcheon Pins,
Leather Shoe and Overshoe Buckles,
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all sizes, James Bros.
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Western Representative A.
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Goods Well Displayed are Half Sold!



The most attractive, most dur-
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**BENNETT STEEL
HARDWARE SHELF BOX**
Saves 20% Shelf Room
over wooden boxes
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NEW SEYMOUR SHOW CARD
12-in. by 15-in., in handsome Colors.

Shear and Hand stand out in high relief, being cut
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Our equipment is such that we can positively
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practical dealer will understand what that
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This is the season of the year when the
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rods. We can supply them in any
length, also couplings, malleable or
cast, for same. Please send outside
diameter of silo when ordering.

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Metallic Nickel

SHOT, BLOCKS, INGOTS

ALSO

ELECTROLYTIC NICKEL

(99.80% PURE)

Prime Metal for the manufacture of Nickel Steel, German Silver, Anodes and all Alloy purposes.

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OKEY'S

The original and only
Genuine Preparation
for cleaning Cutlery

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KNIFE POLISH

JOHN OAKLEY & SONS, Limited
Manufacturers of

Emery, Black Lead Emery Glass
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Never Varies
in Quality and Toughness

London Bar Iron is absolutely flawless and is uniform throughout, assuring the buyer intrinsic value for his money.

Our methods of production enable us to produce this high-grade Iron at the lowest prices. It will pay you to sell it—write us at once.

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LONDON

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DRIVE WELL POINTS



All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh.

Also Tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps, Brass Wire Cloth, and Perforated Sheet Brass, Pump Leathers, Rod Couplings, Tank Lugs.

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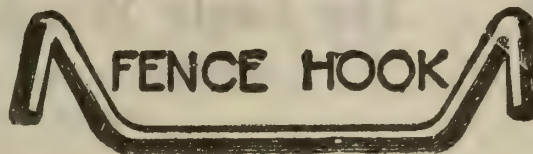
are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

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For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, ETC.

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FOR SALE—PLUMBING, SHEET METAL and hardware business on main street in St. Catharines. Will be sold for fifteen hundred for cash buyer. Jas. M. Finlay, 305 St. Paul St., St. Catharines, Ont. (42)

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are known the world over—Janitors, Porters and all who have the care of floors will have no other.

Your jobber has them. If not, write us and we will supply you.

CAUTION—Dealers will take notice of infringements and imitators.

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Sole Manufacturers and Owners of Patents

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"AYLMER" Force Pumps



They are certain to sell easily because it has several advantages over the ordinary style.

Has longer stroke, more power, and works easier.

While designed for hand use it can be readily converted into a Windmill Pump by the addition of a flat bar, which screws into the cross head at top.

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Star Brand Cotton Rope
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The Life of the Load

lies in the explosive. Less of Ballistite is required than any other powder.

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At Your Dealer's
in any shell loaded in Canada.

This is what we're telling sportsmen in
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Order your next supply of Shells with these loads

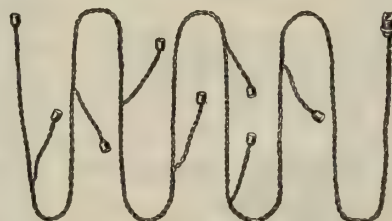
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LARGEST
STOCK
NEWEST
and
NEATEST
GOODS



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Write at once for quotations

State approximate quantity you will buy and we will surprise you. Don't miss this opportunity.

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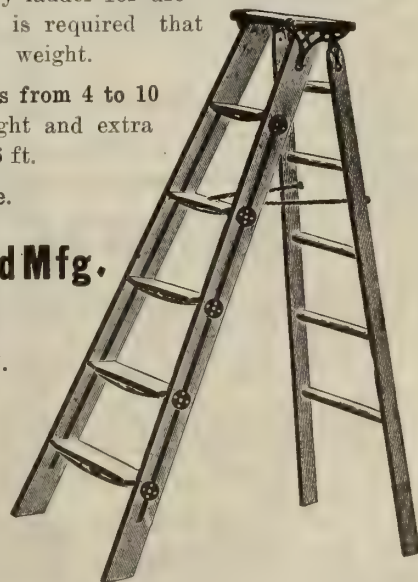
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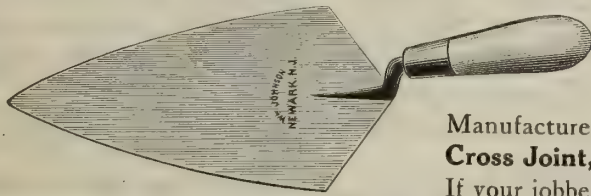
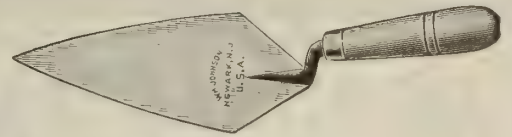
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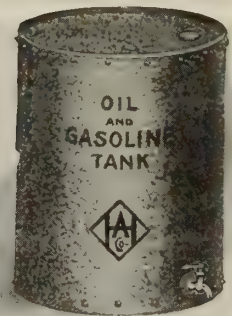
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Henderson & Richardson, Montreal.
Laidlaw Bale Tie Co., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.
- Wire.**
Northern Bolt & Screw Co., Owen Sound, Ont.
Northern Electric Co., Montreal.
P. L. Robertson Co., Milton.
- Wire Mats.**
Andrews Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
- Kuhne-Anderton Co., Port Hope, Ont.**
- Wire Goods, Bright.**
Steel Co. of Canada, Ltd., Hamilton.
- Wire Goods.**
Ame Steel Goods Co., Chicago, New York.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
- Wire Products.**
Andrew Wire Works, Watford, Ont.
Dominion Iron & Steel Co., Ltd., Sydney.
- Wire Rope.**
The B. Greening Wire Rope Co., Ltd., Hamilton.
- Wire Springs.**
The B. Greening Wire Rope Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
- Wire Stretchers.**
Richards-Wilcox Canadian Co., London, Ont.
- Wood Finishes.**
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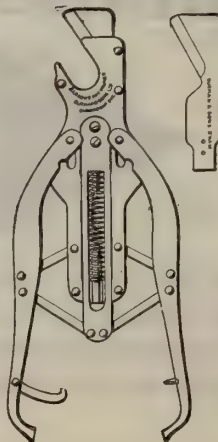


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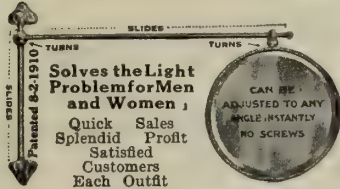
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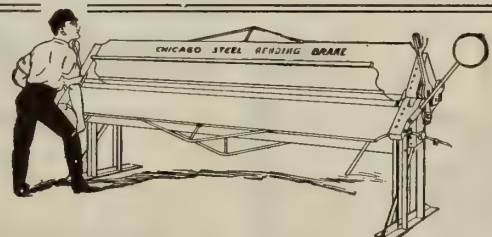
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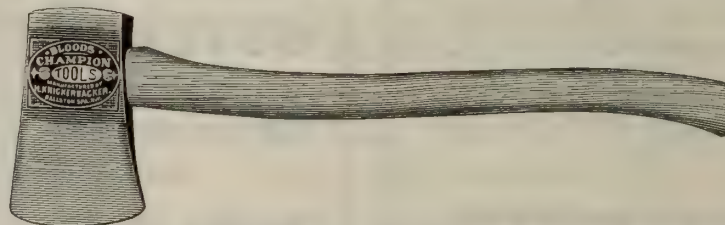
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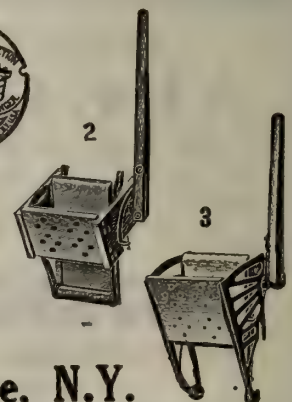
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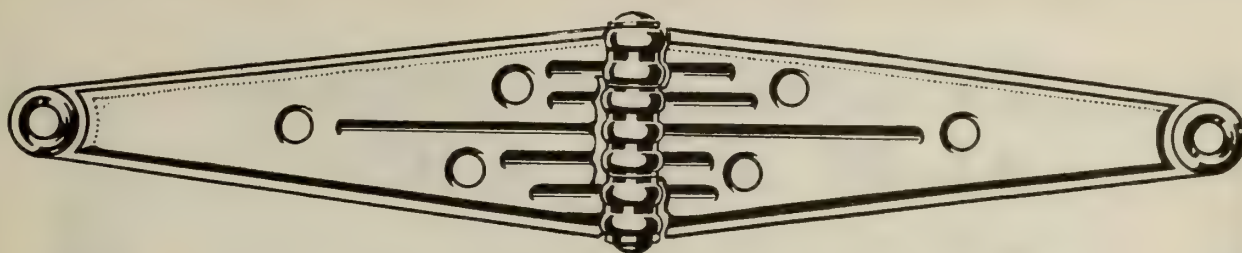


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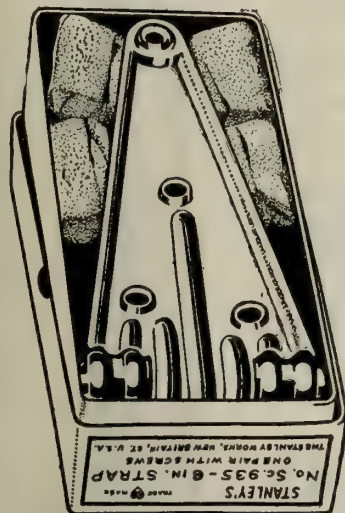
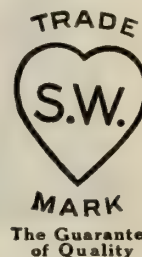
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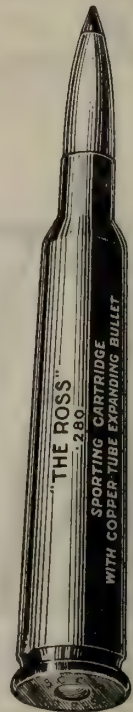
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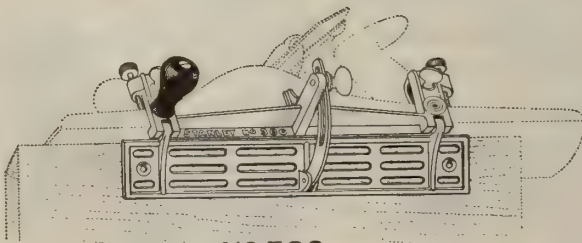
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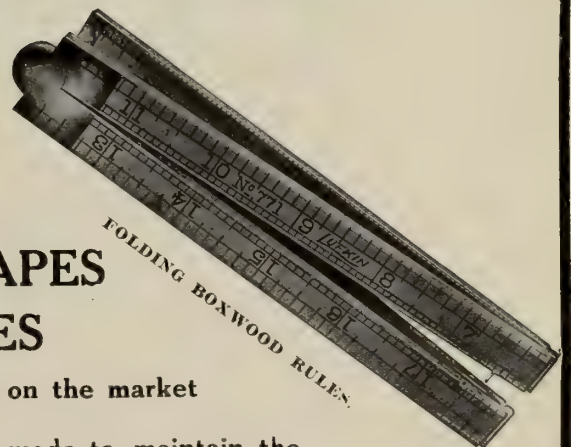
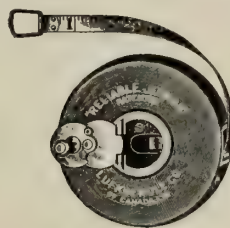
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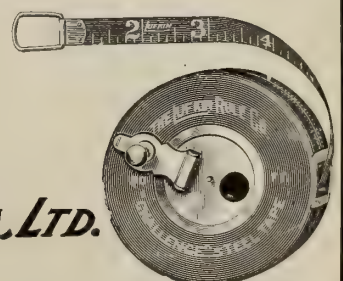
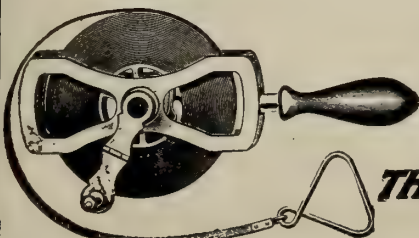
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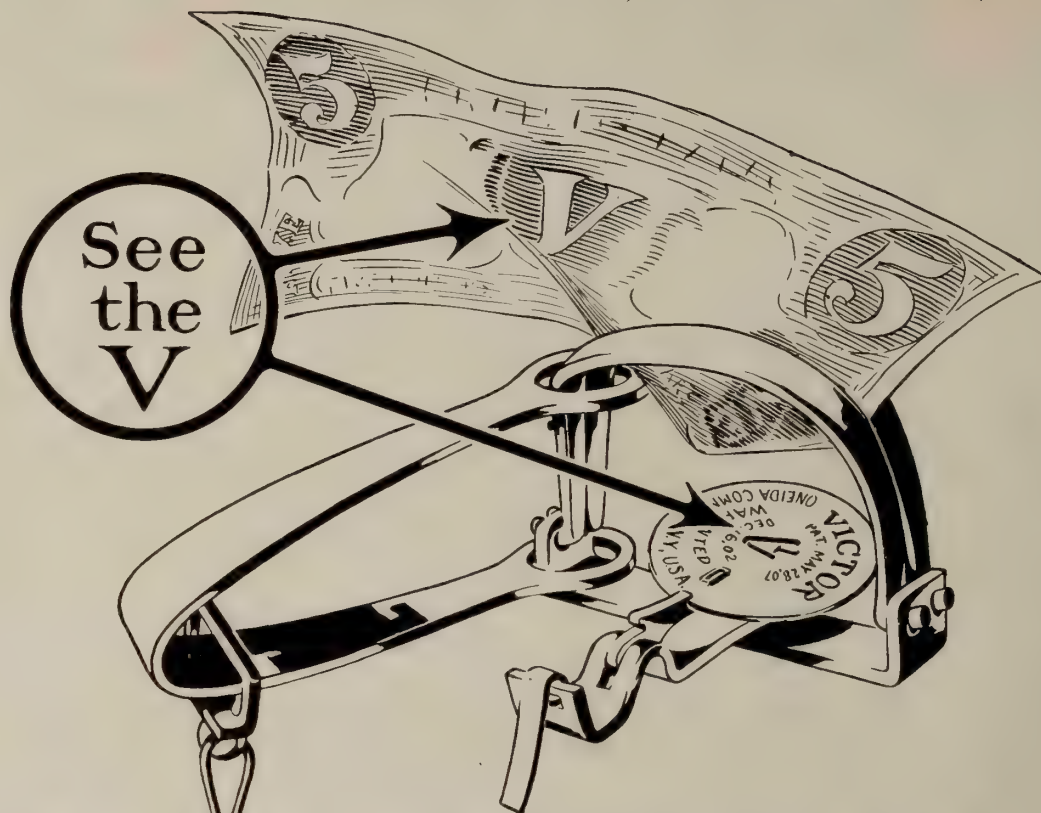
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HARDWARE AND METAL

Established 1888

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THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXVI.

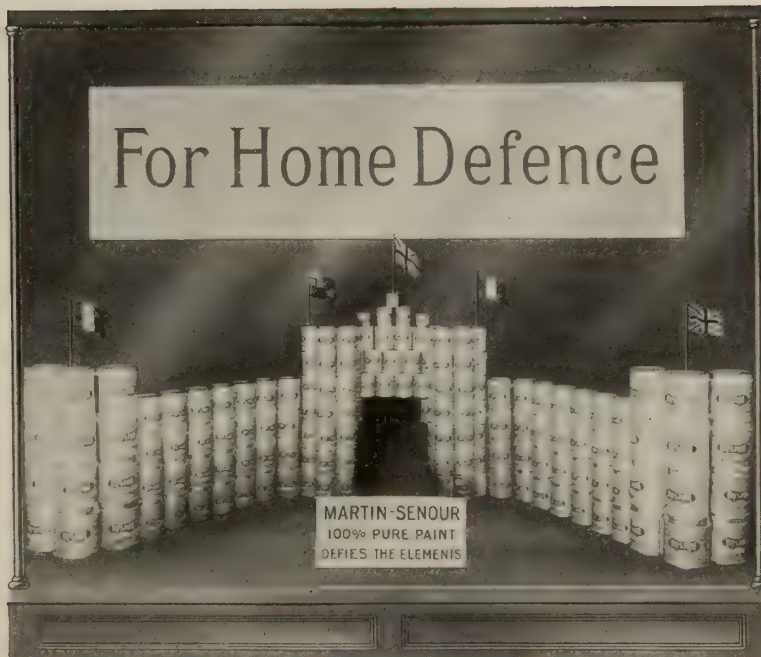
Publication Office: Toronto, Canada

No. 42

October 17, 1914

MARTIN-SENOUR PAINTS AND VARNISHES

Made in Canada



The Great Essential

"Made in Canada" goods, to meet the approval of Canadian buyers, must of necessity be **quality** goods.

The high quality of **Martin-Senour Paints** and **Varnishes** has long been recognized by Canadians. That is why they are the Easiest and most Profitable to sell.

LET US
PROVE
IT

The **MARTIN-SENOUR** *Go.*
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
CHICAGO MONTREAL WINNIPEG
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WRITE
FOR
INFORMATION

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

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BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

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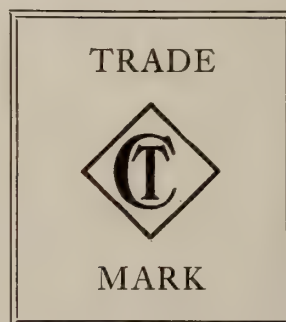
CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts,	Plow Bolts,
Coach and	Track Bolts,
Lag Screws,	Square Nuts,
Tire Bolts,	Hexagon Nuts,
Machine Bolts,	Boiler Rivets,
Sleigh Shoe	Tinners'
Bolts,	Rivets, Etc.

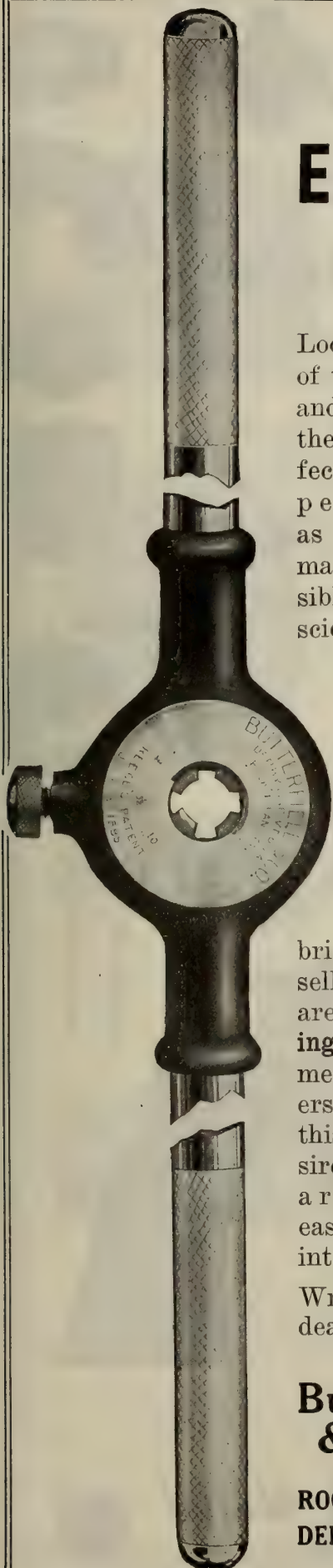


WROUGHT PIPE

Black and Galvanized, sizes $\frac{1}{8}$ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture
NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - MONTREAL



An Excellent Tool

Look at the "lines" of this Screw Plate and Stock. They're the result of as perfect a design, as perfect materials, as perfect a workmanship as is possible for modern science to produce.

Reece's Screw Plate

bristles with good selling points which are all good working features. Your mechanical customers will appreciate this at once, a "desire to possess" will arise which can easily be turned into a sale.

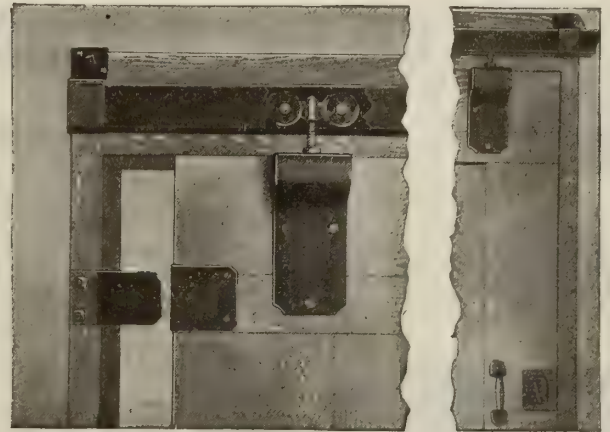
Write us about our dealer proposition.

**Butterfield
& Co., Inc.**

ROCK ISLAND - Que.
DERBY LINE - Vt.

IMPORTANT

This new hanger makes a sliding door fit into jamb flush like a swing door



"R-W" Flush Door Hangers

When it is desired to make a sliding door WEATHER-PROOF, this is the ONE RIGHT HANGER.

Three Sizes—for 2 in., 2½ in. or 3 in. Doors.

Richards-Wilcox CANADIAN
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"Made in Canada"

Brooms of Quality

to introduce our

CANADA LINE

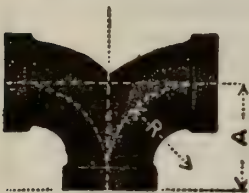
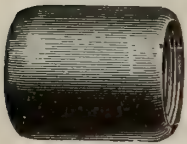
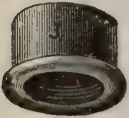
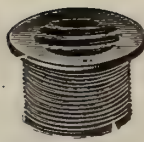
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Sample order solicited:

Fine Polished Colored Handles

No. 1 Canada, 5 String	- -	\$4.50
No. 2 Canada, 4 String	- -	\$4.00
No. 3 Canada, 4 String	- -	\$3.75

6 Dozen lots and up delivered—Ontario

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Hamilton



GO TO "MORRISON'S" for Your Pipe and Pipe Fittings

We have all combinations and styles in cast iron, malleable, galvanized and brass-pipe fittings and accessories.

EXCELLENT FACILITIES FOR SPECIAL LENGTHS
OF PIPE IN ALL SIZES AND THREADING

The JAMES MORRISON BRASS MFG. CO., Ltd.

89-97 West Adelaide St.

TORONTO

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ASK US FOR INFORMATION

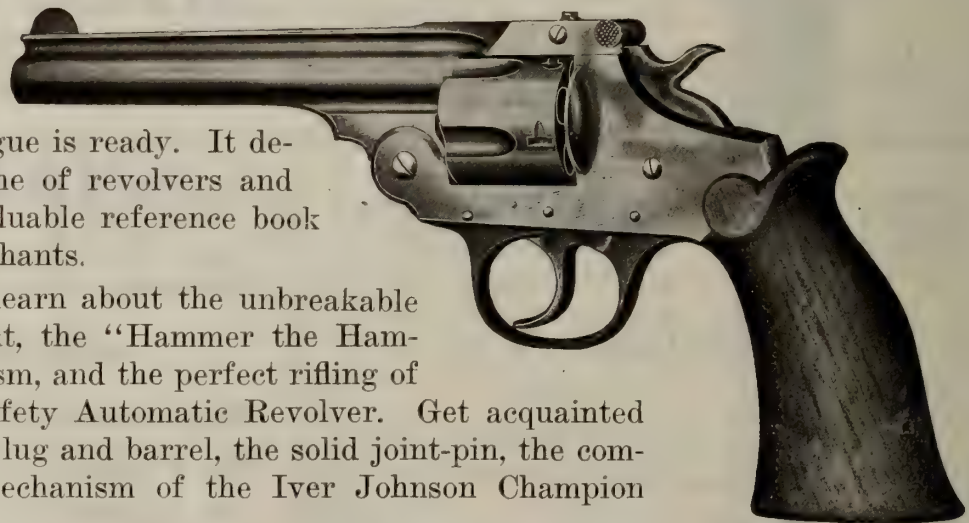
IMPORTANT TO CANADIAN DEALERS

Our new 1915 catalogue is ready. It describes our entire line of revolvers and shotguns. It is a valuable reference book for all firearms merchants.

Send for one and learn about the unbreakable coil spring equipment, the "Hammer the Hammer" safety mechanism, and the perfect rifling of the Iver Johnson Safety Automatic Revolver. Get acquainted with the drop-forged lug and barrel, the solid joint-pin, the compensating locking mechanism of the Iver Johnson Champion Shotgun.

A moderate priced line—carried by all Canadian jobbers.

Order now for emergency demands.



Iver Johnson's Arms & Cycle Works

350 River St., FITCHBURG, MASS.

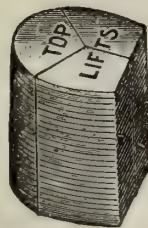


SAVE YOUR SOLES



Every live Hardware dealer should keep his stock complete with such items as go to make up

COBBLERS' SHOE REPAIR OUTFITS



We
can
supply
you
with



Cobbler repair outfits—Half Soles, Heel Taps, Rubber Heels, Shoe Lasts, Shoe Hammers, Shoe Pincers, Shoe Thread, Shoe Bristles, Shoe Wax, Peg Breaks, Heel Supports.

Look over your stock. If not supplied with all these items, write us.

LEWIS BROS., LIMITED, MONTREAL

*The User is a good salesman—
and you get his services FREE*

His recommendation to his neighbors
quickly multiplies sales



Neverslip Shoes and Calks

SAVE HORSES, TIME AND MONEY

Horseshoers and Horseowners unite in recommending RED TIP CALKS. **Never-slip Calks** stay sharp an exceptionally long time — and when worn down they can easily be replaced with new ones in 20 minutes.

As no tool will do all the work so no calk is made that will meet all conditions.

We have different styles of calks so as to meet every condition.



Keystone

REMEMBER

All good articles have imitations. To protect you against fraud and substitution



No. 4

**ALL GENUINE
NEVER SLIPS
HAVE RED TIPS.**

Our booklet T gives full particulars — write for it.



No. 5



No. 1

**THE
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THE WAR AGAINST DUST

IN all the leading magazines
we are telling Canadian
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LIQUID GLOSS

makes dusting easier, and cleans
cleaner.

Loco Liquid Gloss keeps the dust
down, feeds the varnish, and
leaves a clean, highly polished sur-
face. It makes housecleaning
twice as easy and twice as effective.

Put in convenient sizes — half-
pint, pint, quart, half-gallon and
five-gallon lithographed tins; also
in barrels and half barrels. For
prices, write



THE IMPERIAL OIL CO., Limited

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Something new in Ash Cans



SMP No. 40

Why **SMP** No. 40?

Because

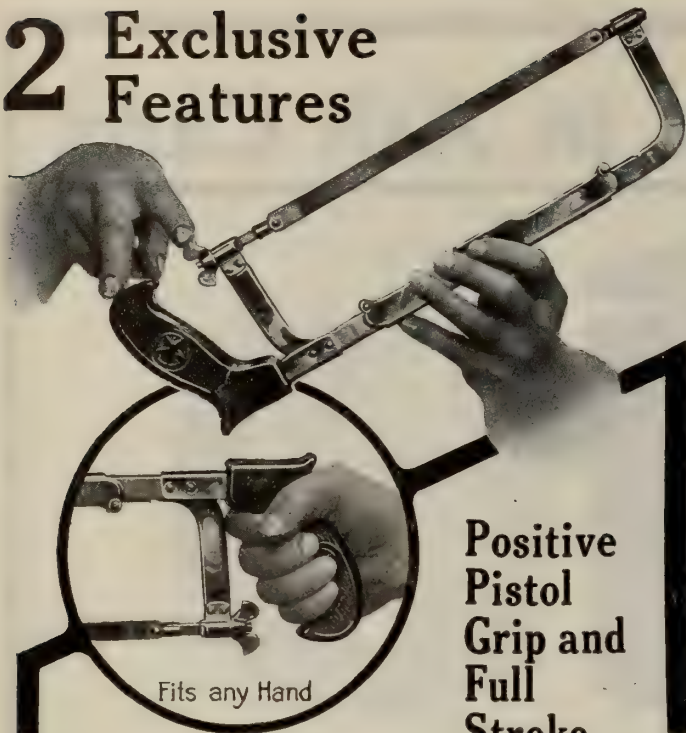
- Regulation size ash can for City of Toronto.
- It cannot rust or leak, being hot galvanized (*galvanized last—not first*)
- It has armored top and bottom—no sheet metal edges sticking out.
- The handles are $\frac{3}{4}$ in. in diam. and will not cut the hands.
- No. 40 is the latest addition to the **SMP** line and lives right up to our trade-mark



Shipments Made Promptly

THE SHEET METAL PRODUCTS CO. OF CANADA
LIMITED
MONTREAL TORONTO WINNIPEG

2 Exclusive Features



Fits any Hand

**Positive
Pistol
Grip and
Full
Stroke**

WITH no other style of hack saw is such perfect control of the saw possible—no other allows the user to work in such close quarters—no other gives such a full stroke. These are the reasons why you can double your hack saw sales selling the

MILLERS FALLS STAR HACK SAW No. 1027

The Millers Falls "Pistol Grip" is made to fit ANY hand without crowding. It can be grasped securely with the whole hand. The handle is vulcanized in one piece around a strong steel rib, which extends the full length of the handle and is bolted to the upper part of the frame. It is strong, and has the "hang" that gives firmness of stroke.

The thumb-screw for tightening blades is placed at the inner end of saw so that it offers no obstruction and permits the maximum stroke at all times. Frame may be adjusted to blades from 8 to 12 inches—the strong sheath at the back keeping it rigid at all lengths. Blades may be faced in four directions. Depth between frame and blade is $3\frac{1}{4}$ inches.

Other Quick Sellers of Millers Falls Make:

Breast Drill 200, Bench Drill Press 2'0, Bit Brace 872, Extension Bit Holder 6, Acme Mitre Box, and Hand Drill 1980—new tools with many exclusive selling points. Send for catalog, showing complete line.

MILLERS FALLS CO., Millers Falls, Mass.



"WIRELESS" Fibre Flashlights

Now on Sale at Most
Leading Hardware Stores

The Latest in Flashlights

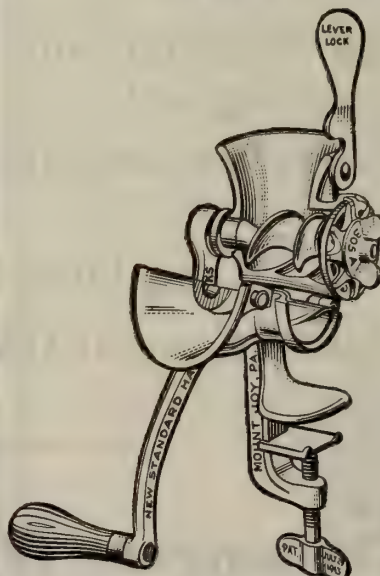
Have you seen them?

Write for illustrated booklet.



Interstate Electric Novelty Co.
of Canada, Limited
220 King Street West,
TORONTO **ONTARIO**

THE "NEW STANDARD"



Sets a "New Standard"
in

**FOOD CHOPPER
EXCELLENCE**

SANITAIRE

By means of a Lever
Lock it opens wide like
a book and is instantly
cleaned.

Exclusive
"New Standard"
Features

Self-Cleaning
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Chops Without
Mashing
Lasting Tin Finish
Positive Table Clamp
Easy to Operate
Easily Cleaned

Three Knives and Pulverizer with each Chopper

IT SELLS ON SIGHT

Price no higher than others.

A size for every purpose.

Write your jobber; if he cannot supply you, write us.

NEW STANDARD HARDWARE WORKS, INC.
MOUNT JOY, PA., U.S.A.



NO MATTER WHAT KIND THE BUILDING

You can assure your customer with confidence that he will get absolute weather protection and security by using

SAMSON ROOFING

Made in one, two and three-ply and put up in rolls, with a covering capacity of 100 square feet, complete with nails, and cement—easily laid and more permanent than shingles. High in quality, reasonable in price.

Write to-day for prices, booklet and samples.



H. S. HOWLAND, SONS & CO.

LIMITED

WHOLESALE HARDWARE

WE SHIP PROMPTLY

TORONTO

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST





No. 915 Safety Hasp

No. 915

Wrought Steel

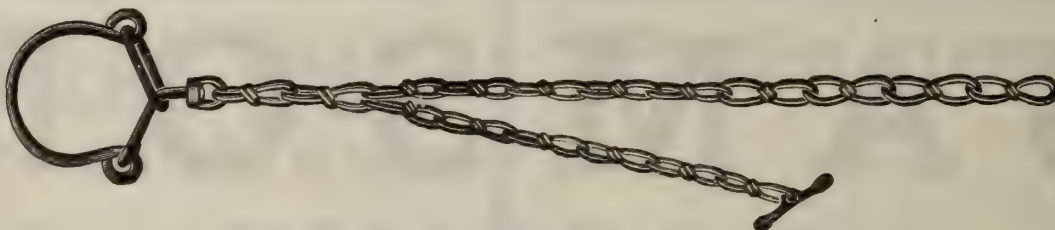
"Safety" Hasps

This Safety Hasp Is Well Named

The screws are all well under the hasp and the staple plate being covered makes it impossible to remove the screws until the lock has been opened. The staple hole is made extra large to allow for shrinking of the door without resetting of staple.

Packed one dozen in a box, with screws and plate staples.

Canada Steel Goods Co., Ltd., Hamilton, Canada



GREENING'S COW TIES

are the Lightest, Strongest and Best Chains on the Market.

Made in six styles and six sizes.

Also Halter, Dog, Kennel, Tie Out and Trace Chains

Manufactured by

The B. Greening Wire Co., Limited

HAMILTON, ONT.

MONTREAL, QUE.



**The
Steel Company of Canada, Limited
Hamilton, Canada**

WROUGHT PIPE

Black and Galvanized

Standard and Extra Heavy

Wire,
Wire Nails,
Tacks, Staples, Wood
and Machine Screws, Bolts and
Nuts, Rivets and Burrs, Shot, Spikes,
"Tiger" White Lead, "Invincible" Fencing,
Wire Hoops, Wing Boot Calks, Bright Wire Goods, Steel
and Iron Bars, Cable, Horse Shoes and Horseshoe Nails,
Railway Track Equipment, Corrugated Fasteners,
Pole Line Hardware, Putty, Cotter Pins, Bale
Ties, Jack Chain, Plow Beams,
Channels, Strand Steel
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Angles.

Prompt Service

Quality Guaranteed

OUR REPUTATION IS IN THE GOODS

District Sales Offices:

**HAMILTON
VANCOUVER**

**MONTREAL
VICTORIA**

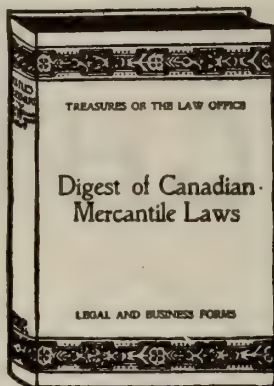
**TORONTO
ST. JOHN**

**WINNIPEG
HALIFAX**

A BOOK THAT SAVES MONEY

"Digest of the Mercantile Laws of Canada"

A READY REFERENCE FOR BUSINESS MEN AND THEIR ASSISTANTS. A GUIDE TO THEIR DAILY BUSINESS



IN RENTING A STORE, PROCURING A LOAN OR COLLECTING A DEBT, THIS BOOK WILL SAVE YOU MANY DOLLARS

No work ever published in Canada equals it for business men. A veritable consulting library on this one line so universally needed. Based on Dominion and Provincial Statutes and Court Decisions. Indorsed by barristers, sheriffs, magistrates and conveyancers.

Below appears a few of the questions it answers. These are picked out at random from the book.

If you endorse a cheque which bank cashes, are you liable to the bank for the amount, if the cheque were forged or raised?—173.

(The figures after each question refer to the section in the "Digest" which gives the answer.)

Can Interest written "one per cent. per month" in a note be collected by "legal process"?—See sections 345, 185.

In going security on a note, what is the difference between writing your name on the face of the paper or on the back?—171.

Why is it that a verbal agreement to buy real estate with, say \$100 paid down "to bind the bargain," does not bind either seller or buyer?—451.

If a proposition is made to you by letter and you accept it by letter, do you know the exact time when the contract is closed?—39.

How many years does it take a promissory note, a book account, a judgment or a legacy to outlaw in your province?—356, 359, 360, 367.

How long may the drawee legally hold a draft for acceptance?—209.

If a man, in the presence of a witness, makes a verbal agreement to buy a wagon, say for \$53, but does not take possession of it, will the sale be binding?—500.

What effect has it on a will if only one person signs it as a witness?—815.

If the wife or husband of a legatee signs the will as a witness, what is the effect?—816.

"A," in paying off a Mortgage, gave mortgagee a marked cheque on which was written: "This cheque is given and received as a full settlement and discharge of Mortgage No.——." Is that a legal discharge?—410.

If a person goes with his hired man to a merchant and says: "Give this man the goods he may need up to," say "\$15, and if he does not pay you," say, "within thirty days, I will," will the promise bind him?—110.

If stolen goods are sold to an innocent purchaser for value, can they be taken from him?—513.

How may a person legally add "& Co." to his name, or use any special name other than his own as a firm name, without having a partner?—694.

"B" claims that the Canadian Bills of Ex. Act allows him two days, in addition to the day of presentment, to accept a sight draft, and then three days of grace in which to pay it—six days in all. Is he right?—209, 217.

If you rent a property for a year, the rent payable monthly, and remain on after the year expires, are you a yearly or a monthly tenant?—580, 608.

Can you garnishee a debtor's money deposited in a bank if you know it is there?—885, 295.

Forwarded direct post free on receipt of price.

Keep the book ten days, and if it is not worth the price, return it and get your money back. If remitting by cheque make same payable at par, Toronto. Eastern Edition, Price, \$2.00. Special Western Edition, \$2.50.

To meet the needs of subscribers in New Ontario and the Western Provinces, where land is under the Land Titles System of Registration, an Appendix of 16 pages, containing a synopsis of the Land Titles Acts, has been added to our regular edition, thus constituting a special "Western Edition." Price, \$2.50.

Eastern Edition, Price \$2.00

Special Western Edition, \$2.50

THE MACLEAN PUBLISHING CO. LTD.

Montreal

Toronto

Winnipeg

BOOK DEPARTMENT

143-153 University Ave.,

TORONTO

Starrett Tools

Our new machinists' tool boxes make a good staple and an excellent Christmas special



WE know that there already exists a considerable demand for our machinists' tool boxes for high-grade mechanics, because it was only after repeated suggestions from them that we decided to put on the market chests bearing our name. These are bound to be a live asset throughout the year.

They are also particularly well suited for Christmas presents, and dealers are urged to display them prominently for that purpose.

Their convenient design makes them an important aid to personal efficiency in the shop, while their rugged construction and handsome appearance make them durable and attractive.

They are made in three grades, selling for \$18.00, \$14.00 and \$9.25 respectively.



Our Special Bulletin describing these is sent free on request. Also ask us for supply of Catalogs No. 20M.A. to distribute to your customers.

DON'T FORGET THE BIG SHOW WINDOW CONTEST—WRITE FOR PARTICULARS

The L. S. Starrett Company

World's Greatest Tool Makers

Athol, Mass.

NEW YORK

LONDON

CHICAGO, ILL.

42-383

Give Your Trade The Best File Value by Selling Them **NICHOLSON-MADE-FILES**

**50
YEARS
IN THE
BUSINESS**

Help a man to make or save money—and you make a firm business friend.

By selling your trade NICHOLSON-MADE-FILES, you enable them to get the most file work in the least time at the lowest filing cost.

You show them how to increase output and decrease production cost. All of which means more net profit to them.

That's "good business." It can be made better still by teaching your trade to use MORE NICHOLSON-MADE-FILES. Once they realize the 25% to 50% saving effected by discarding all half-worn files, the demand for NICHOLSON BRANDS will double—to your immediate benefit.

Profit—by profiting your trade with this advice:

"For economy's sake Use MORE NICHOLSON-MADE-FILES."

BRANDS:

**Kearney & Foot Great Western
American Arcade Globe**

NICHOLSON FILE COMPANY

PORT HOPE, ONTARIO

**OVER
50,000,000
FILES
AYEAR**

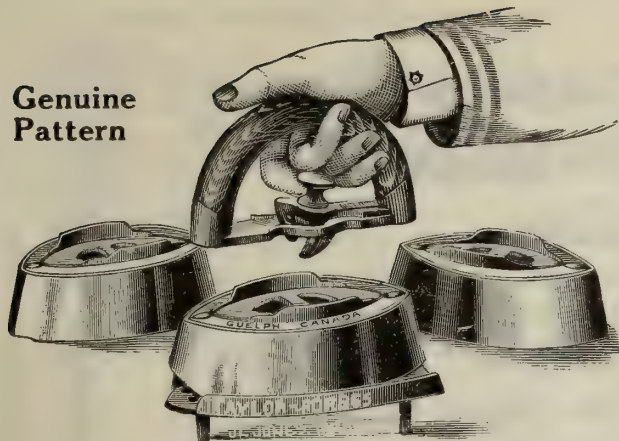
During this time of stress let us consider, rationally and calmly, the conditions which Canada faces. Consider these facts: Canada is at war. She must send men and money to help the Empire. But there is no fighting *in* Canada. There is nothing to stop manufacturing, farming, selling and buying, **BUILDING**. The farmers are to-day receiving the biggest price in several years for their produce. The manufacturers are to-day faced with a larger market than ever before. In fact everything points to an unprecedented era of prosperity for Canada.

Alfred Rogers Ltd., Toronto

Makers of

ROGERS' PORTLAND CEMENT

Genuine
Pattern

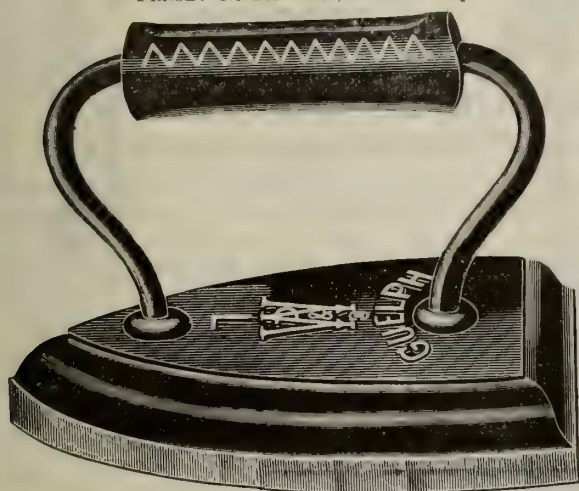


Mrs. Potts Cold Handle Sad Irons

No. 50. Nickel-plated
No. 55. Polished japanned top, stands coppered.

Common Sad Irons

Sizes: 3, 4, 5, 6, 7, 8, 9, 10, 12, 22 pounds.
Style: Common. Finish: Polished Face. Style: Nickel.
Finish: Nickel Face, Bronze Top.

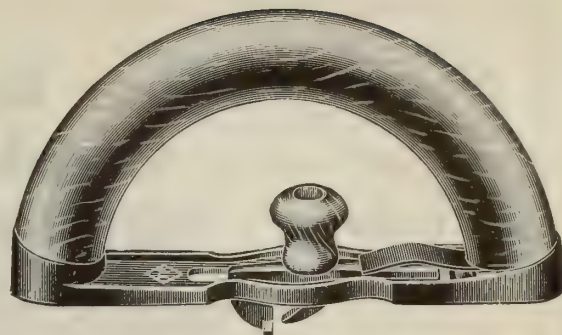


Sleeve Irons

Nickel face, plated top, with narrow point suitable for
finest work; lace, waists, etc.



Sleeve Iron No. 65



Mrs. Potts Handles

No. 1—Cast. No. 2—Malleable. Every handle guaran-
teed to fit every Taylor-Forbes iron.

THE lines illustrated
herewith are good for
you to boost because of
the quality and profit.

*If you cannot get them from
your jobber, write us:—*

We will supply you quickly.

Taylor-Forbes Co., Limited

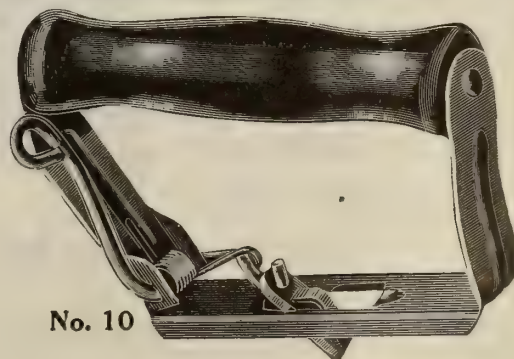
Head Office and Works: GUELPH, ONT.

BRANCHES AND AGENTS:

Taylor-Forbes Co., - - 246 Craig St. W., Montreal
Canadian United Mfrs. Agency - - London, Eng.
H. G. Rogers - 147 Prince William St., St. John, N.B.
H. F. Moulden & Son - Travellers' Bldg., Winnipeg
Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.

Universal Sad Iron Handles

Made of steel parts and enamelled wood handle.
Will fit any makes of Potts Sad Irons.
We are exclusive manufacturers of "Universal" handles.
Finish: Black or japanned.



No. 10



Copper Bearing Sheets Give Greatest Resistance to Corrosion



Certain claims for durability are being made by the manufacturers of so-called "pure iron" sheets, which would be extremely difficult to verify by facts.

KEYSTONE COPPER BEARING SHEETS—Black and Galvanized, will actually **out-wear** and **out-last** any of the special grades for which high sounding claims are made for durability on account of their alleged "purity."

Our Metallurgical Engineers have proved the superiority of Copper Bearing Products by **actual service tests**. You should know the facts—our pamphlet tells them, together with absolute proofs.

B. & S. H. THOMPSON & CO., LIMITED

Transportation Building
MONTREAL

Traders Bank Building
TORONTO

SELLING AGENTS FOR EASTERN CANADA FOR

UNITED STATES STEEL PRODUCTS COMPANY

NEW YORK, U.S.A.

Branch Offices, WINNIPEG and VANCOUVER



Fires the first
shot first

You
can't
forget
to make
a Colt
Safe"

A Colt is **S**AFE AGAINST ACCIDENTAL DISCHARGE.
SOUND IN QUALITY AND WORKMANSHIP.
SURE IN GETTING RESULTS.

Colt Automatic Pistols and Revolvers are recognized throughout the world as leading in the battle for supremacy.

Catalogue showing many models in calibers .22 to .45 will be sent upon request by

COLT'S PATENT FIRE ARMS MFG. CO., Hartford, Conn., U.S.A.

OR

A. MACFARLANE & CO., LTD., Coristine Building, Montreal

This Beats the "YANKEE" No. 30

For overhead work—or any places out of reach—and all ordinary work, the New "YANKEE" No. 130 and 131 are better than any tool made for this purpose.

The spring in the handle holds the tool extended in any position — keeps the bit in the slot — drives the handle back quickly for the next thrust.

Show them to the mechanics—they are quick to recognize their value. To see one is to want it.

Your jobber can supply you.

Have you a full set of selling helps on Yankee Tools—show cards, etc.?

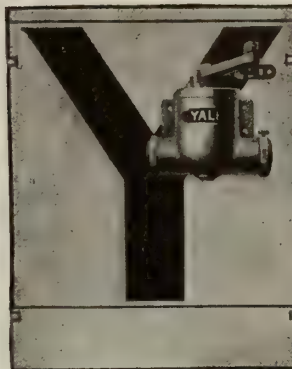
Let us supply you.

North Bros. Mfg. Co.
PHILADELPHIA, PA.



No. 131

YOU do not have to *create* confidence when you sell Yale Products. The name *Yale* is just another name for Quality and Service for locks and hardware.



YALE Door Closers

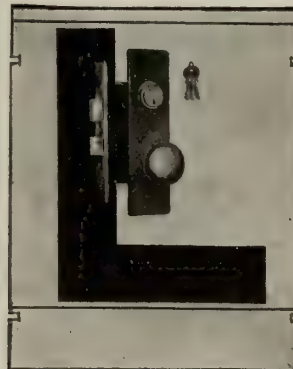
(Formerly known as the Yale Door Check)

WHEREVER there are doors to be closed—front, rear, pantry, bedroom, bathroom—there is use for a Yale Door Closer. Silent, sure, quick-acting—never forgets to close the door.



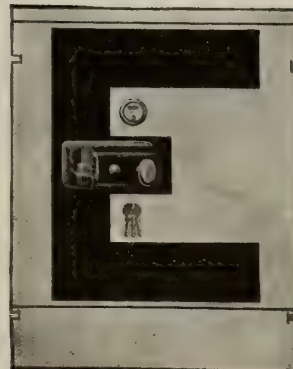
YALE Padlocks

BUYERS ask for Yale Padlocks by name, because they know that Yale on the *outside* is a guarantee that the *insides* are all they should be. There are a hundred and one uses—and a hundred more—for Yale Padlocks.



YALE Builders' Hardware

DECORATIVE beauty and protection distinguish Yale Builders' Hardware. There are over two hundred exclusive designs in practically all schools of ornament.



YALE Night Latches

YOU are safe when you sell a customer a Yale Night Latch, for *protection* and convenience. Every house has one or more doors that *need* a Yale Night Latch.

Write us about our Dealers Advertising Service. It gives the sort of selling help that keeps stock on the move.

Canadian Yale & Towne Limited

Makers of Yale Products, Locks, Padlocks,
Builders' Hardware and Door Closers.

General Offices and Works: St. Catharines, Ont.

Power

What you want when
you grind

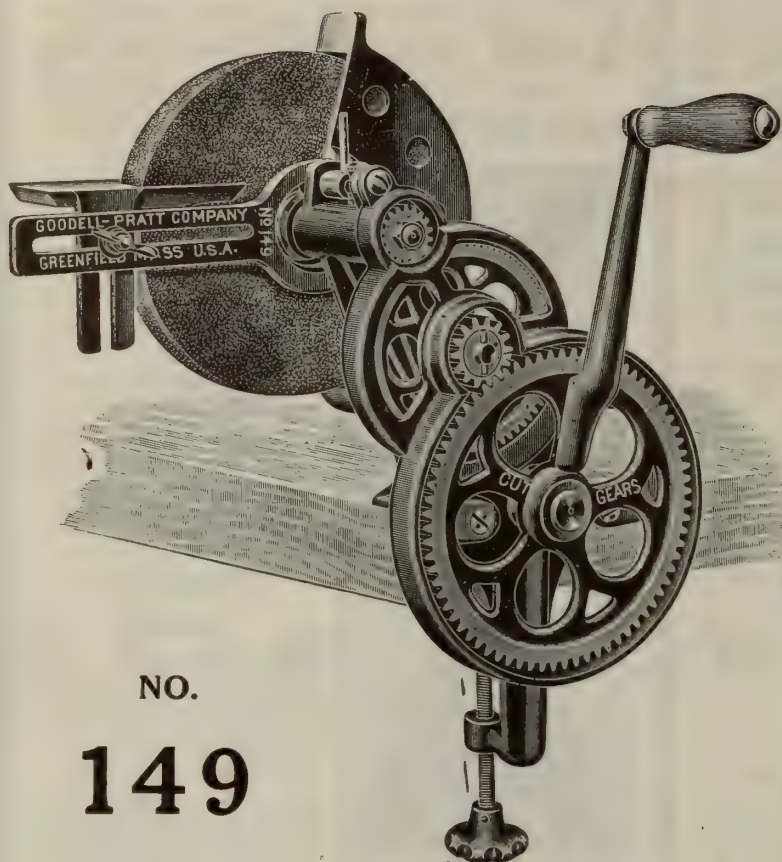
What you get when you
buy

Goodell-Pratt No. 149

To compare this machine with other
machines is to discover that there is

No Comparison

Goodell-Pratt Company
Greenfield, Mass.



NO.

149



**A Money-
Maker for the
Hardware Dealer**



**THE
DELTA
ELECTRIC
HAND-LAMP**



Forty hours' continuous light from one No. 6
Dry Cell, or intermittent light for weeks.

A practical necessity for farmers, hunters,
liverymen, garages, etc.

THE LAMP OF 1,000 USES.



THE MAINER ELECTRIC COMPANY LTD.
WINNIPEG, MANITOBA



Business as Usual

Keep it so by using goods that are

Made in Canada

In Canadian Factories

By Canadian Operators

Our Range of Qualities and Prices Suit All Canadian Conditions



Specify LION BRAND CORDAGE and make sure you get it

Consumers Cordage Co., Limited

Factories: MONTREAL and DARTMOUTH

Branches: TORONTO and ST. JOHN, N.B.

F. H. ANDREWS & SON, Quebec

MacGOWAN & CO., Vancouver

TEES & PERSSE, Limited, Winnipeg, Moose Jaw, Regina, Saskatoon, Calgary, Edmonton

TWO WELL-KNOWN LINES

Thoroughly reliable and popular with users

The Modern Jewel

is a most popular heater of medium size and very moderate in price. It is handsomely designed and is a **Double Heater**. The revolving duplex grates and shaking ring produce, to the greatest possible extent, **Economy of Fuel**.

Sizes Nos. 24 and 28—with or without oven.



The IDEAL
Jewel

The Ideal Jewel might well be spoken of as **The King of Base Burners**. It is very handsomely designed and is a high-class Heating Stove in every respect. It is easily the most effective **Double Heater** made.

Sizes Nos. 314 and 415—with or without oven.

We also manufacture an extensive line of Oak Heaters, Quebec Heaters, Globe Heaters, Laundry Stoves, Box Stoves, etc., etc. Heaters for coal or wood of all descriptions.

A "Jewel" stove agency means satisfied, permanent customers.

"Jewel" Base Burners



The MODERN
Jewel

THE BURROW, STEWART & MILNE CO., LIMITED

MANUFACTURERS AND IRON FOUNDERS

HAMILTON

TORONTO

MONTREAL

WINNIPEG

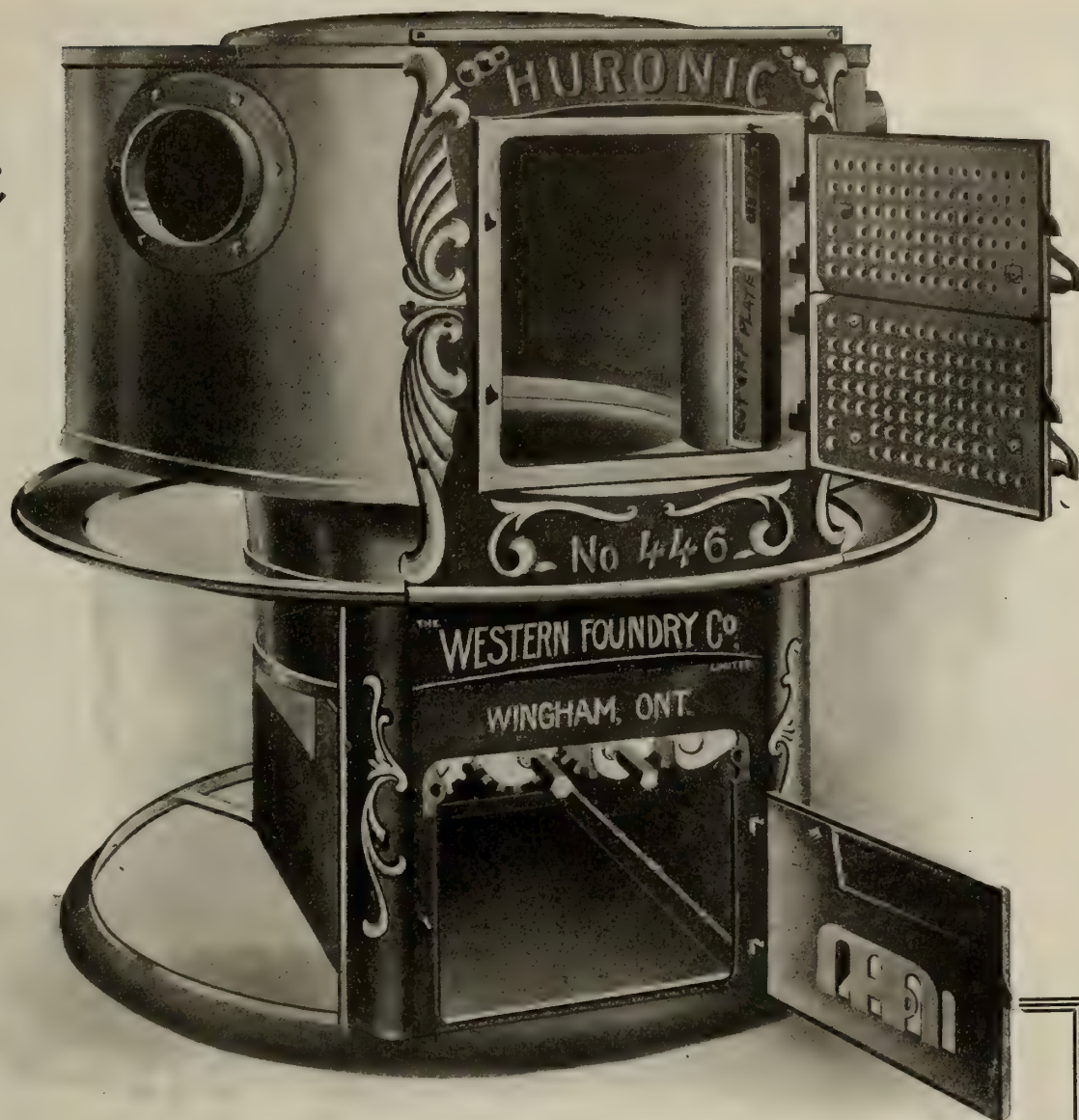
The Huronic

Warm Air FURNACE

is of a very attractive appearance and is full of good talking points, which means that you will effect quick, easy sales.

It presents many essential features which are entirely new and certainly durable.

No complicated parts to get out of order. Triple radiating surface; the only radiator made in which every inch is radiating surface.



No dead ends. Direct draft damper is placed in one side flue, either right, or left, and is interchangeable without the use of any bolts whatever. By keeping this damper closed ALL THE SMOKE AND GASES ARE COMPELLED TO PASS ENTIRELY AROUND THE RADIATOR.

This is an important feature, as it prevents the possibility of one-half of the radiator becoming ineffective, on account of the tendency of the draft to go around one side only, which is the case when the smoke collar is at the back and the draft divided at the front.

Grey iron dome. Extra large fire door, deep ashpit. Full-sized firepot.

The Huronic is very easily mounted, and will save you much time and annoyance.

Being quite low it is especially useful in low cellars.

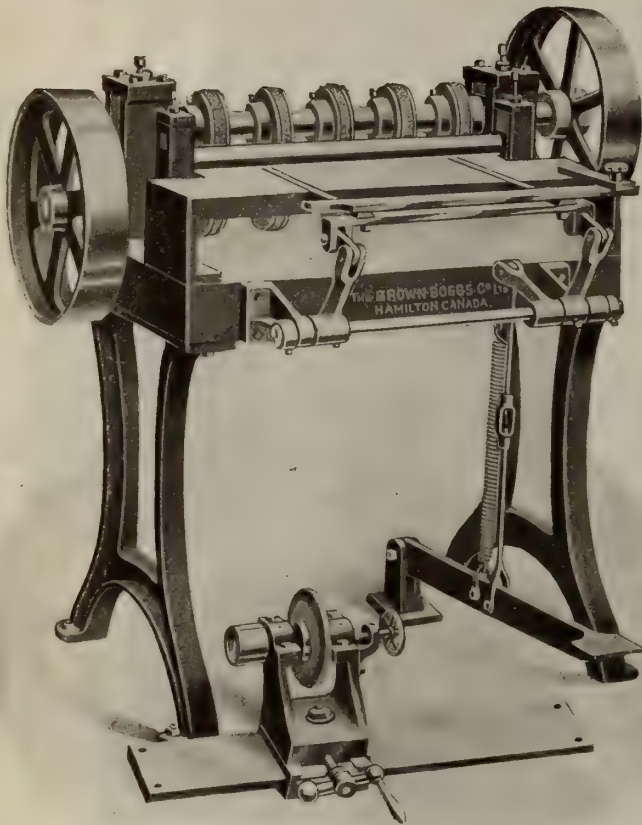
Every Huronic in service makes a good advertisement for you.

Our catalogue gives full description—write for it.

The Western Foundry Co., Limited

Wingham, Ont.

The Easy  Line to Sell



No. 1 Gang Slitting Shears.

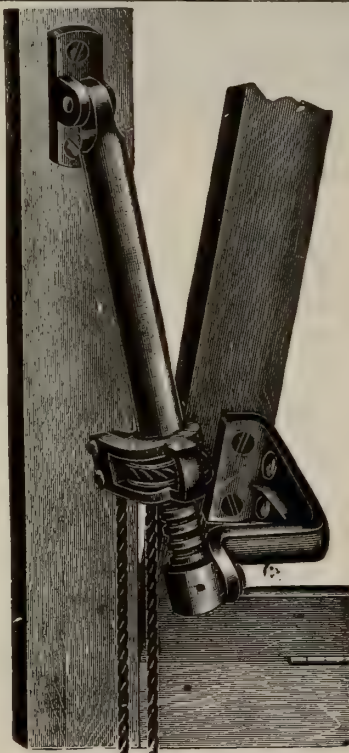
Do you want to economize in manufacturing your tin cans, or similar articles requiring rectangular blanks? A "B.B." Slitting Shear is the Key to Economy.

Our No. 1, illustrated, is specially adapted for the work mentioned above. As many bodies can be cut as the size of the machine will allow, according to the width of the blank. For the purpose of feeding sheets into and carrying them through the machine, we supply rubber rings on the cutters, which are made of specially prepared rubber fitted to the cutters; these being flexible, adjust themselves to the various thicknesses or unevenness of the tin and prevents possibility of blanks being cut irregular. A front slide gauge operated by foot treadle starts the sheet perfectly square between the cutters. This feature is of considerable importance, as it insures perfect work. It is also equipped with grinding attachment and drum for grinding cutters. We build these in two standard sizes, Nos. 1 and 2. No. 1 will take 21 $\frac{3}{4}$ " sheets; No. 2, 28" sheets.

Write for copy of Catalogue, and let us quote on your requirements.

The Brown Boggs Co., Limited
Hamilton, Canada

Western Representatives:
Messrs. Bissett & Loucks, Winnipeg & Edmonton



10057. Evered's "Evered II." Patent Fanlight Opener. For opening and closing any type of Fanlight, Skylight, Casement, etc., of either hand, without removal of parts, or any alteration, except the turning of riveted joints. No loose parts to get mislaid. Projects 2 in. only when closed. Fixing screws wrapped with each.

ESTD
1809

EVERED

& CO
LTD

MANUFACTORY: Surrey Works, Smethwick, Birmingham, England
SHOWROOMS: 30-35 Drury Lane, London, W.C.

MANUFACTURERS
OF EVERY DESCRIPTION OF

Builders, Cabinet Makers and Furnishing
BRASS FOUNDRY

LIGHTING FIXTURES

METALLIC BEDSTEADS

Brazed Brass and Copper Tubes, and Brass Cased Tubes

COMMUNITY SILVER



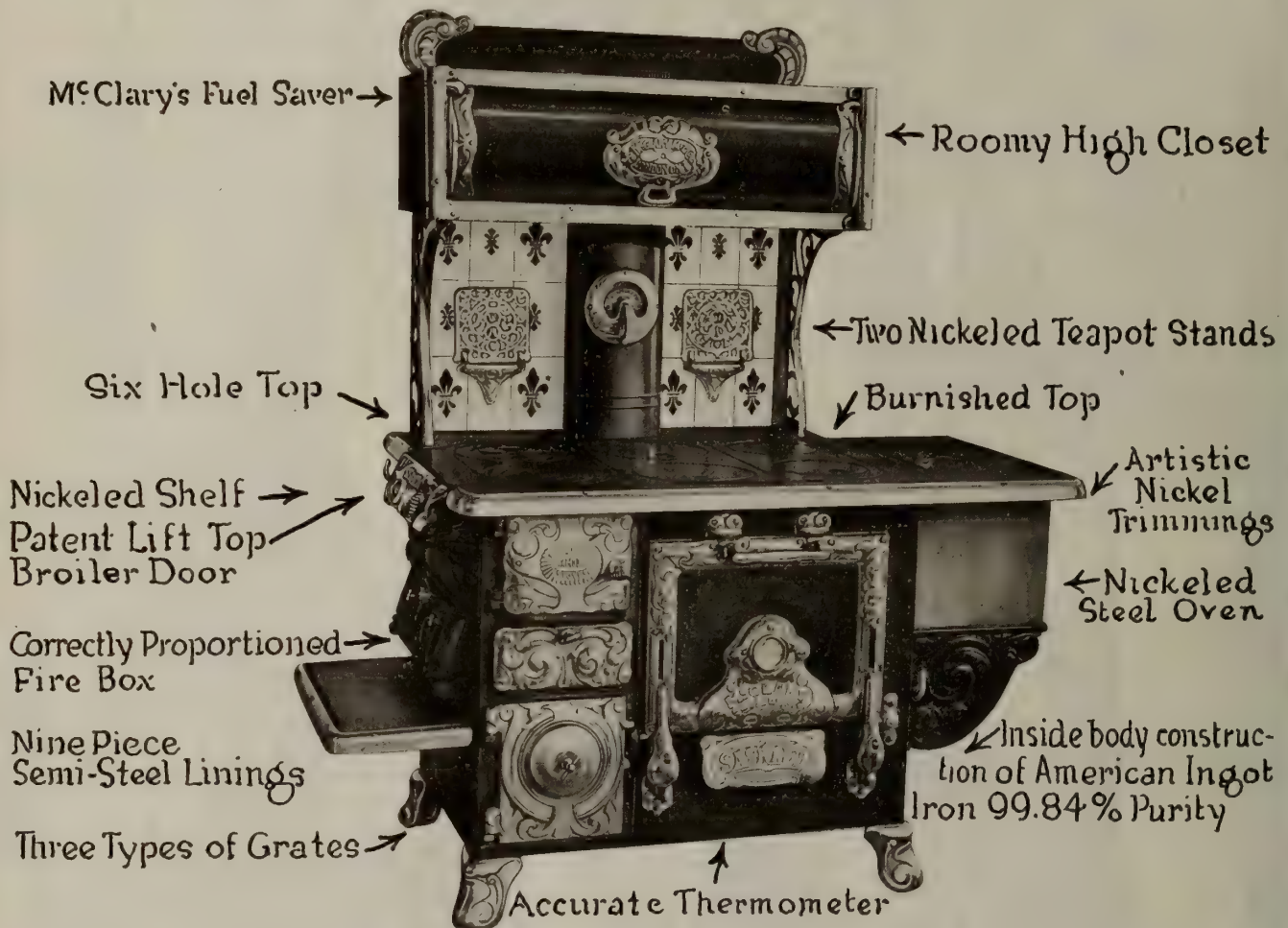
HE PATRICIAN, our latest pattern, is made in both Plate and Sterling. This innovation (an English custom), is to meet the demand of those who wish to duplicate in Sterling, the beautiful Community designs.

COMMUNITY STERLING (Patrician design only. Ask your jobber for prices).	
COMMUNITY SILVER PLATE (<i>Plate de Luxe</i>)	- Six Teaspoons, \$2.75
Also COMMUNITY-RELIANCE plate (Not made in the Patrician and other Community Silver designs, but in four distinctive patterns of its own)	- Six Teaspoons, 1.35

McCLARY'S QUALITY GOODS fulfil the consumer's ideal for goods that always give best satisfaction, no matter what price is paid for them.

McClary's Sask-Alta Range

is a practical Range, a range that possesses every known feature and never fails to come up to expectations.



Its patented lift top works in conjunction with or independently of the Broiler door—a simple sliding catch effects the change. When the door and top are open the wide opening allows ample room for toasting and broiling in comfort, the operator being able to stand erect while cooking. It also facilitates easy firing.

Other features of equal interest.

Ask us for supply of circulars and more particulars.

McClary's

LONDON
ST. JOHN, N.B.

TORONTO
HAMILTON

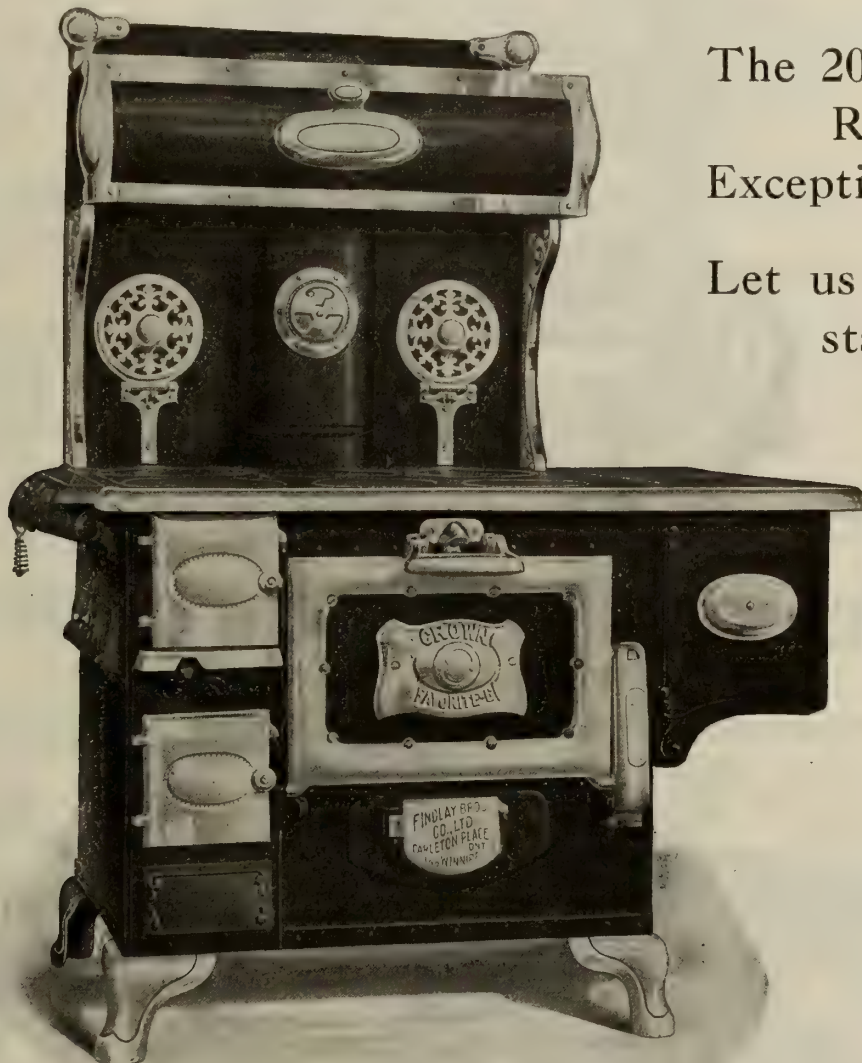
MONTREAL
CALGARY

WINNIPEG
SASKATOON

VANCOUVER
EDMONTON

A Good Profit on Every Dollar Invested in this Range

The CROWN FAVORITE in its new semi-plain dress is undoubtedly one of the classiest and handsomest low-priced Steel Ranges ever offered to the trade. MADE IN FOUR SIZES, 14", 16", 18" and 20" Ovens. With 8" or 9" Pot holes, as desired.



The 20-inch Oven
Range is
Exceptional Value.

Let us prove this
statement.

Can be Fitted to Burn Coal Only, Wood Only or Both if Desired

The Covers and Fire-Box Linings are extra heavy. Bodies are made of Wellsville Polished Steel. Encased Reservoir with Large Copper Tank, Pouch Feed, Drop Poker Door, Large Ash Pan and Duplex Grates. Fully equipped High Closets with Drop or Roll Door, as desired.

As a matter of fact, the CROWN FAVORITE embodies all the features of merit usually found in Ranges sold at a much higher price.

GET OUR PRICES ON THIS QUICK-SELLING RANGE. THEY WILL INTEREST YOU, OR BETTER STILL, ORDER A SAMPLE. YOU TAKE NO RISK. THEY ARE GUARANTEED.

FINDLAY BROS. COMPANY, LIMITED

Head Office and Works, CARLETON PLACE, ONT.
Branch House - - - 260 Princess St., WINNIPEG

Wholesale Jobbers for N. Alberta: REVILLON WHOLESALE LIMITED, Edmonton

Distributing Agents:

For Southern Alberta, D. V. COPE & CO., Calgary; For British Columbia, GEO. D. HORSMAN, Vancouver

HORSE-SHOE BRAND WRINGERS

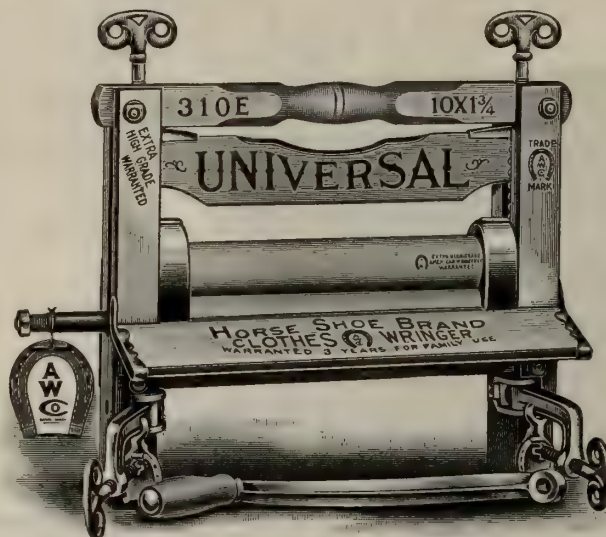
WARRANTED as to quality.

WARRANTED to give satisfaction.

WARRANTED as to price.

Plain Bearings
and Steel
Ball Bearings

Enclosed
Cog
Wheels



Plain Bearings
No. 340E
" 341E

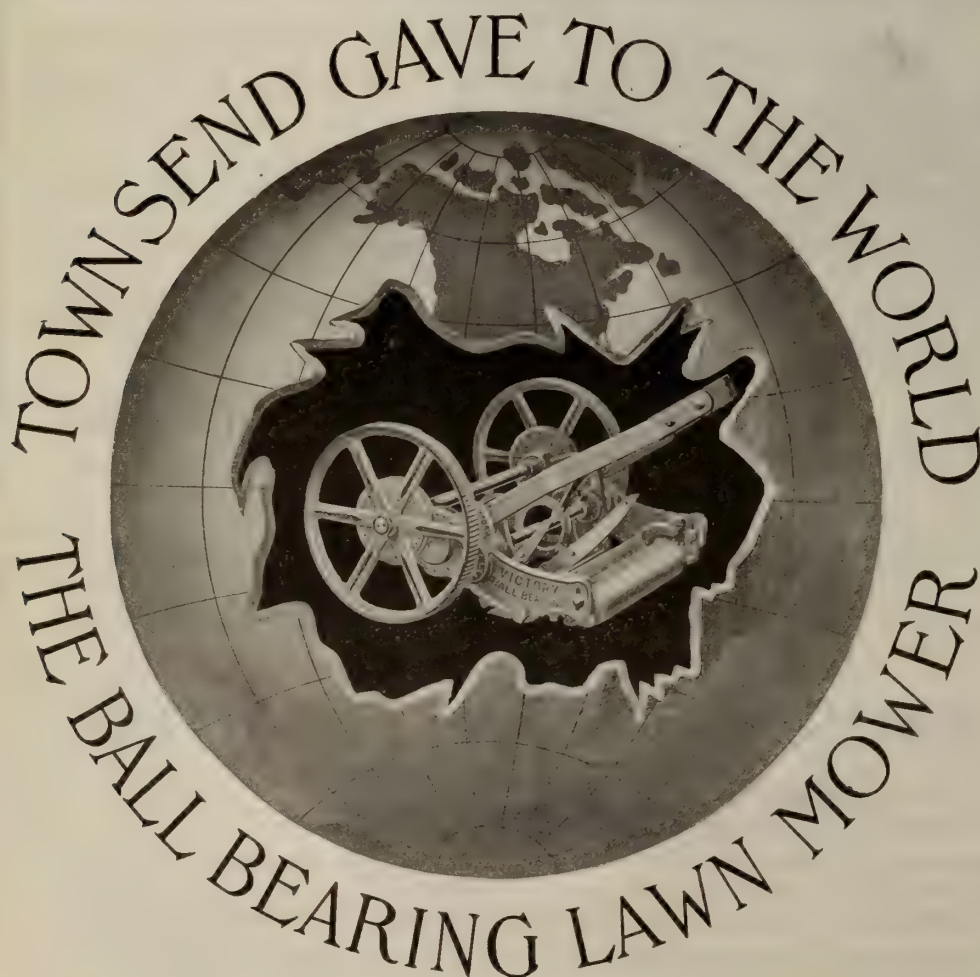
Steel Ball Bearings
No. 360E
" 361E

Size of Rolls
10 x 1 3/4 inches
11 x 1 3/4 inches

WE MAKE THE LARGEST VARIETY OF WRINGERS IN THE WORLD.

Send for our new Price List.

THE AMERICAN WRINGER COMPANY
NEW YORK CITY, U.S.A.



**No Noise
But the
Swish of
the Blades**

Runs easy. Fascinates the purchaser and converts him into a sub-agent.

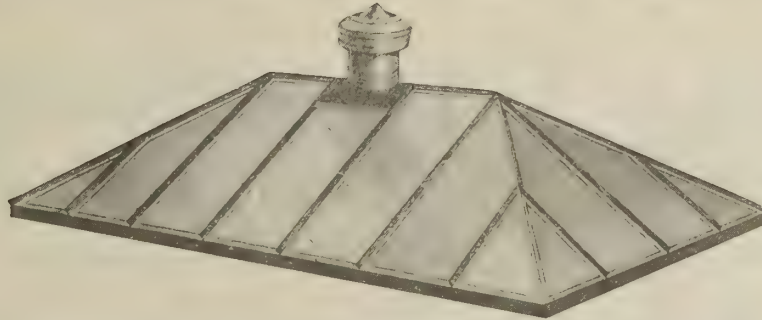
Whoever starts to sell Townsend Mowers, continues to do so.

For sale by all Canadian Jobbers.

ASK FOR CATALOG

**S. P. Townsend
& Company**

ORANGE . N. J.



Save your friend, the Builder, time and money by recommending "Metallic" Skylights

WE manufacture skylights of all sizes and shapes, suitable for all kinds of buildings. When you are supplying the hardware for a job, make the most of your opportunity by recommending "Metallic" Skylights. Write to us at once, giving us exact particulars and we will send you full information—information that will increase your order on that building by a handsome margin.

It pays to have our catalogue handy, illustrating and describing our skylights, ventilators, cornices, etc.—indeed you should have all our catalogues describing the "Metallic" line of building materials in full. Write to-day!

THE METALLIC ROOFING CO., LIMITED

Manufacturers

Toronto

Winnipeg

ELEY CARTRIDGES

ALWAYS RELIABLE

**LETHAL
BULLETS**

for use in Shot-Guns, enabling them to shoot as efficiently as rifles. Lethal Bullets shoot equally well in choke or cylinder barrels.

**Eley
"Grand
Prix"**

Cartridge, loaded with Eley (33 gr.) Powder, Ballistite, or Du Pont Smokeless.

**Eley $\frac{5}{8}$ -in.
Deep-Shell
Gas-tight**

Cartridge, with Steel Lining and Steel Head, loaded with Eley (33 gr.) Smokeless or any other powder to order.

*Sold by all Jobbers
throughout the Dominion.*

**Wholesale only:
ELEY BROS.
Canada), Limited,
North Transcona,
Man.**

**.38
Automatic**



**.32
Automatic**

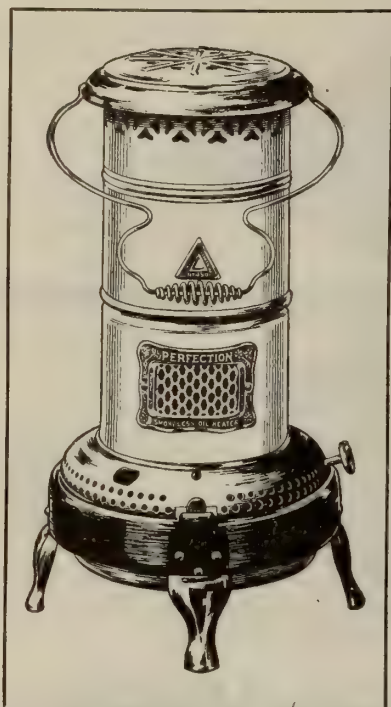


**Eley .22
Long Rifle
"E" Brand
Blue Label**



**.25
Automatic**



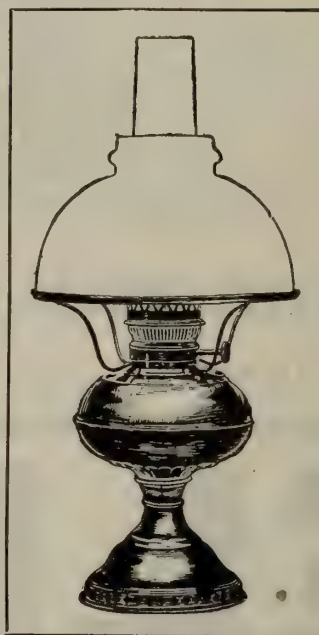


THE BEST WAY TO BURN OIL

It's bad business to sell your customers a lamp that smokes. Sooner or later you hear from it.

Rayo LAMPS

don't smoke because they are built right. They mix oil with air in just the right proportions—consequently you get a clear, bright flame, without a trace of smoke or smell.



PERFECTION SMOKELESS OIL HEATER

are odorless, smokeless, easy to clean and easy to re-wick. Brass or leaded steel founts, patent smokeless, self-locking flame spreader, brass gauze window.

Perfection heaters are an ornament in any room, yet they are strongly made. They have been advertised and known to Canadian housewives for years—the very thing for early Fall use, and, later, for the cold snaps when extra heat is needed.

Your customers will want Perfection Heaters; and incidentally tell them that—

Royalite Oil Gives Best Results

THE IMPERIAL OIL COMPANY, LIMITED

Toronto
Ottawa
Halifax

Montreal
Quebec
St. John



Winnipeg
Calgary
Regina

Vancouver
Edmonton
Saskatoon

An Open Letter

To Canadian Dealers:—

This letter is not about buying, but selling. It is intended to start a train of thought, not to advance any radical ideas.

The Retail Merchants of Canada have more to do with commercial prosperity in this country than any other class. Do you acknowledge this responsibility? What are you doing in this present crisis?

Notwithstanding all that is being said about "Made in Canada" goods, not five people in a hundred come to your store and ask for a "Made in Canada" saw, or a lock, or a stove. *Ninety people out of a hundred buy what you recommend*, otherwise they would go to the mail-order man.

You can help your country, in fact the most patriotic thing you can do will be to recommend Canadian-Made or Empire-Made goods at every opportunity. When a man comes in for a package of tacks, or an electric fixture, try and sell him something made by Canadian workmen. If men are walking the streets this Winter, the Country will not see them starve—you and I must help keep them.

Instancing the Gas Range Line—we speak of a line we know about now—if foreign-made Gas Ranges were eliminated from the Canadian Market, every Canadian factory would be working overtime. You see the point—not only *talk* "Made in Canada," *act* it.

Gurney-Oxford Stoves and Ranges are, of course, "Made in Canada," and we want you to sell them of course, but if you do not handle the Gurney-Oxford line, handle Canadian Stoves, and your country will be the richer for it.

The policy we have outlined has built up Germany commercially, in the face of the heaviest military handicap of any modern nation. It is building up other countries to-day. Will you help build up Canada? Let's build together.

The GURNEY FOUNDRY CO., Limited

ESTABLISHED 1843

Toronto

-

Canada



Two sizes, 18 and 20-inch ovens.

DAVIDSON'S PREMIER ROYAL

A well-constructed cast
range

A good baker and sells for a most
reasonable figure.

It's a real beauty.

Lasts for life.

There are mighty few stoves that can come anywhere
near it for style, finish and harmonious appearance.

Fire-box is extra large and will retain fire day and night
for 36 hours.

A single damper controls both fire and oven; a sliding
knob on top of stove enables operator to secure any degree
of heat required.

Easy to sell. Write for catalogue and prices.

The Thos. Davidson Mfg. Co., Ltd.
Montreal Winnipeg Toronto

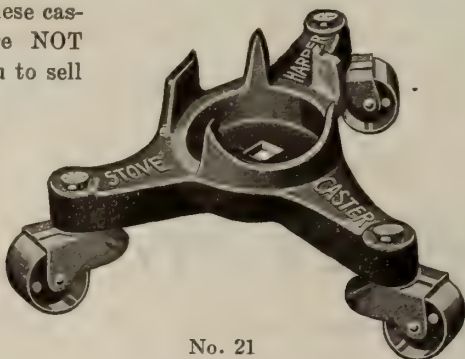
**You can wheel the biggest stove
around in a jiffy**

to where the customer can best see it
if you use

Harper Handy Castertrucks

You no doubt have handicapped your stove sales at
times, by not being able to allow your customers to
look at all sides of a stove on account of its weight.
Remember these cas-
tertrucks are NOT
made for you to sell
—they are
for you to
use, and to
increase
stove sales.

They will
last you in-
definitely.



No. 21

Chicago Hardware Foundry Co.
NORTH CHICAGO, ILL.

Gas Companies and the Public demand
a Strong, Durable Gas Mantle with a
high candle power, and at popular
prices. The Trade can now absolutely
rely upon being able to supply such a
mantle in the Laddite.

Awarded
Gold Medal
Franco-
British
Exhibition
1908.

Mantles
made and
supplied for
oil, gasoline
air gas,
acetylene,
and light-
houses.

THE STAR OF THE
MANTLE WORLD



The Mantle HARDENS
and INCREASES in
Candle Power as it burns

Full
particulars
of the
merits of
the Laddite,
together
with terms
for
wholesale
and retail
trade,
furnished on
application.

Millions of Laddite Mantles now in use
throughout Great Britain and abroad.

Manufacturers under the "Laddite Process."

The Hamilton Gas Mantle Co.
LIMITED

18-24 Ferguson Ave. N., Hamilton, Ont.

A Friend Maker

There are over twenty-five classes of "contractors," so-called, and most of them use rope.

The work of these buyers may vary greatly, but their rope problems are much the same. All need a strong, durable product that will "stand the racket."

PLYMOUTH MANILA ROPE

three- or four-strand, as the task may demand, is what the wise ones use regularly. Educate others to see its advantages.

For pile-driving and heavy hoisting, recommend Plymouth Manila Best Fall. It's made from selected stock.

*Third
of a
Series
of Talks
Outlining
Opportunities
And Ways To
Sell Rope.*



The contractors with headquarters in your community may be few, but the number working there in a year's time is perhaps large. Catch them on the "job" and sell them Plymouth.

The contractor is one of the hardware store's best customers. Sell him *Plymouth* Cordage and you've won a staunch friend.

Independent Cordage Co., Limited

Canadian Sales Agents

55 COLBORNE STREET, TORONTO, CANADA

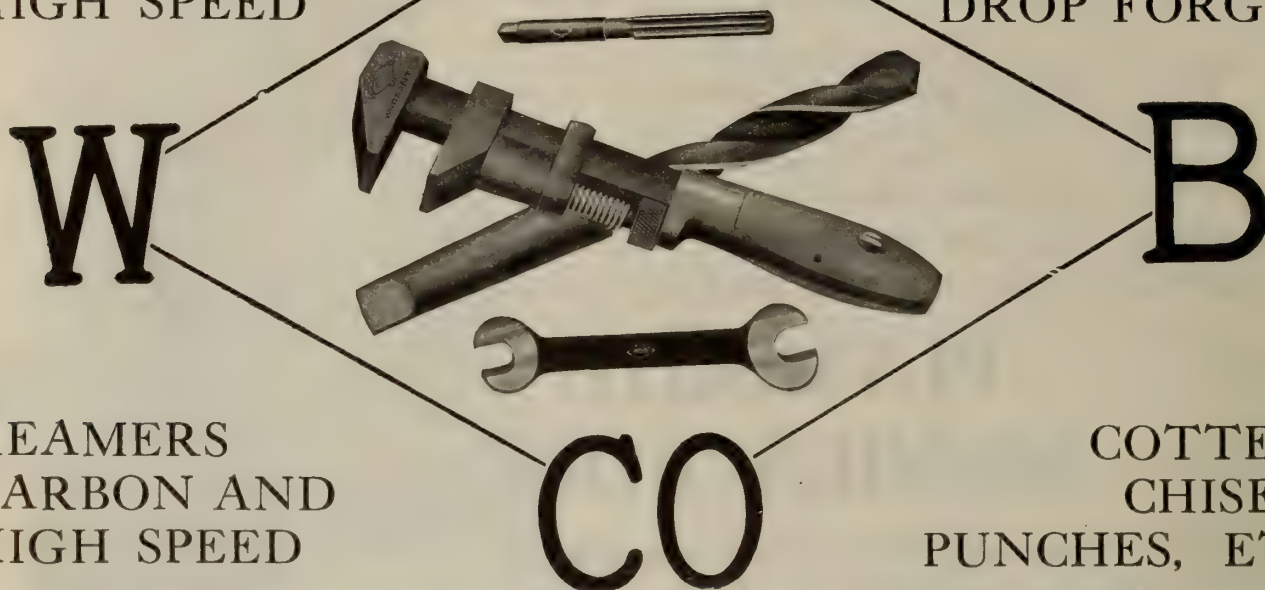
Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg, Vancouver



WHITMAN & BARNES

TWIST DRILLS
CARBON AND
HIGH SPEED

WRENCHES
SCREW AND
DROP FORGED



REAMERS
CARBON AND
HIGH SPEED

COTTERS
CHISELS
PUNCHES, ETC.

Users recognize "W & B" tool quality, backed by 60 years' uninterrupted manufacturing experience. Stock this established line and increase sales. If your jobber cannot supply, write us and we will see that you are supplied. Send for catalog No. 82-H.

THE WHITMAN & BARNES MFG. CO.

Established 1854

Office and Factory, ST. CATHARINES, Ont.

Stocks Carried at Winnipeg and Montreal

TRIMO A "PIPING" GOOD WRENCH



STEEL HANDLE

Trimo Pipe Wrenches are made in Steel Handles from 6-inch to 48-inch sizes inclusive. In Wood Handles they are made in sizes 6", 8", 10", 14" only.



NUT WITH NUT GUARDS

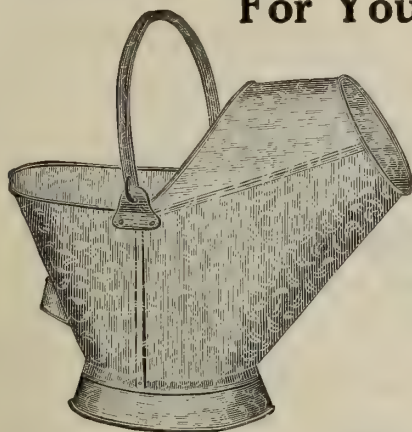


WOOD HANDLE

Send for Catalog No. 150

TRIMONT MANUFACTURING CO., Roxbury (Boston), Mass., U.S.A.

HERE'S A NEW SEASONABLE PROPOSITION For You



NEW—because we're just making them—and they are different to anything you've seen before.

SEASONABLE—because right now is the time lots of people become hod-carriers—and need hods.

COAL SCUTTLES—The "WRIGHT" Kind
Glossy Black Japan Finish—Bright
Crystal Galvanized Finish.

—The "finish" gets just as much care as the "making."

—We overlook nothing that makes for appearance and **QUALITY**, and helps you to get the business.

GALVANIZED OPEN—

GALVANIZED FUNNEL—

JAPANNED OPEN, Plain Finish.

JAPANNED OPEN, Gold Striped.

JAPANNED FUNNEL, Plain Finish.

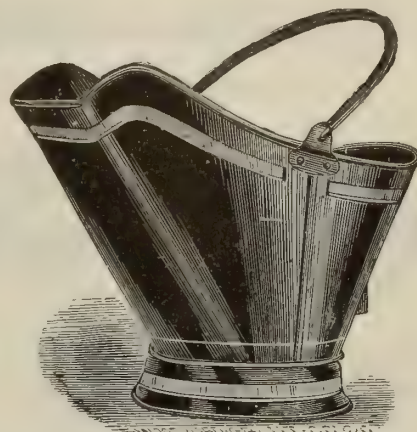
JAPANNED FUNNEL, Gold Striped.

Open Hods, 6 in Bdle.

Covered Hods, 3 in Bdle.

Give your customers what they want—**QUALITY**. Even in times of business depression and financial stringency the majority of people will insist upon

QUALITY FIRST.



E. T. WRIGHT CO., LIMITED

HAMILTON, CANADA

"X Cell" Batteries

are a very profitable and durable line

The "X Cell" Batteries give a maximum of satisfaction in any service. It will be greatly to your advantage to boost them—and boost them strongly.



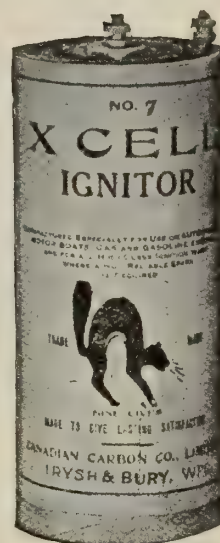
Our **FLASH LAMPS** give big service, and on account of their safety and convenience they are needed on farm and in town.

Give them a trial.



Order from your jobber.

The Canadian Carbon Co. of WINNIPEG, Limited
WINNIPEG, MAN.



Notice to the Hardware Trade

Our Liverpool house is in close touch with all the British buying centres and also with the European markets that are still open. If there are any goods you require which under present extraordinary circumstances you are unable to secure from your usual channels, kindly let us have particulars, and if the goods are at all obtainable, we will get you lowest prices promptly by cable.

WEST INDIA COMPANY, LIMITED

ST. NICHOLAS BUILDING

MONTREAL

No. 671



NIAGARA BUTTER KNIFE



LEONORA BABY SPOON

Our SILVERWARE and TABLE CUTLERY

is very attractive in design and the finish has the artistic simplicity of the best modern craftsmanship.

This ware is high in quality and it looks it.

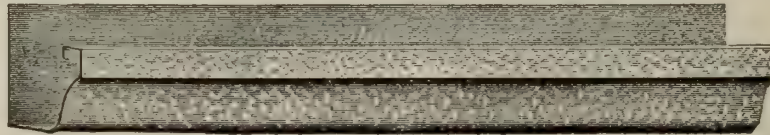
You'll make your Silverware and Table Cutlery department complain-proof, and very profitable if you handle our goods.

Write for full particulars.

The McGlashan, Clarke Co., Limited

Niagara Falls, Canada

Sales Manager: MR. N. F. GUNDY, 61 Albert St., Toronto, Ont.



Easy-fitting Eavestrough and Conductor Pipe are Our Specialties

Corrugated Iron, Ridge Roll, Valleys,
Elbows, Skylights, Ventilators, etc.

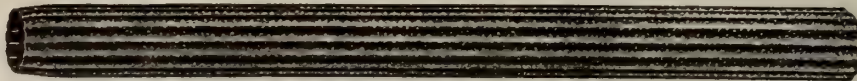
GET OUR PRICES FOR GALVANIZED SHEETS

We Ship While Others are Thinking About It

WHEELER & BAIN

- - - -

Toronto



PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE

-

-

ONTARIO

MADE IN
CANADA



It's a Pink any-
way you take it,
and it's the best
Peavey made.

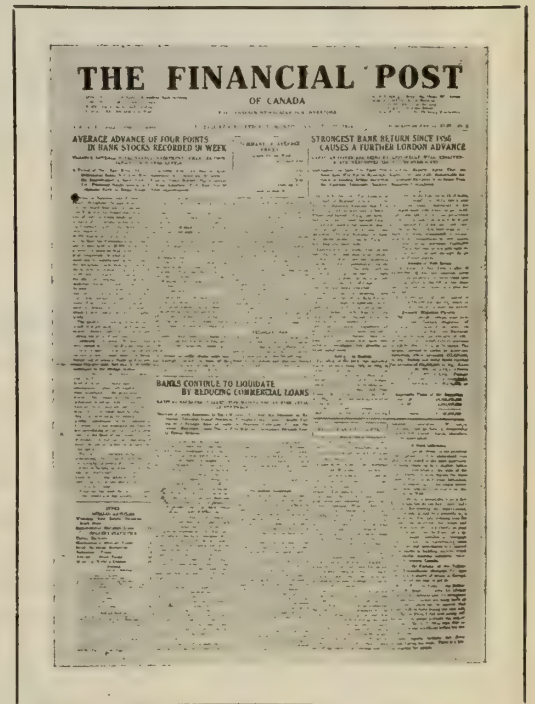
BEWARE OF FALSE PROPHETS

The daily sensational rumors from unauthoritative sources should not guide the proficient manufacturer or business man.

It is not sufficient merely to have "news"—

WHY NOT HAVE THE FACTS?

The Financial Post through its unexcelled sources of information, and its exact analyses and forecasts, coupled with its bymail Information Bureau which deals with financial or business problems, furnishes a service of unsurpassed value.



Annual Subscription \$3.00 the year

Date 1914

To:

THE FINANCIAL POST
143-153 University Ave., Toronto

Dear Sirs:

Please enter ^{my}_{our} subscription to The Financial Post at the rate of one dollar for four months.

Name.....

Street or
Box No.....

City.....

WHY NOT HAVE THE FACTS

H. M. V.

THE CANADIAN BUSINESS MAN

has never been in greater need of accurate knowledge of actual conditions—and of the best possible business and financial counsel!

LET

The Financial Post of Canada

serve you at least during the next four months.

Write for a free sample copy or

Sign ← the attached Coupon and return

to us with one dollar for four months, or if more convenient pay on receipt of bill.

The Best Defensive is an Ardent Attack

IN chess, in play, in war, and in
business the best defensive is
an ardent attack.

Leadership and success are not mere matters of position and resources. They are matters of spirit.

The spirit of leadership and success shows itself in aggressive action.

In Canada eventual leadership and success in manufacturing, wholesale and retail enterprise will belong to those who push forward now and always. Those who seek merely to conserve their position become stationary and expose themselves to the danger of ultimate destruction.

These are the lessons and facts of history.

The occupation of new fields of trade and the winning of new customers are achieved at the least cost of money and time by the adoption of a strong, constantly-maintained and prudent policy of advertising in the public press.

**Maintenance of attack wears down
resistance**

The UNIVERSAL Lunch Box

For those who eat luncheon
away from home



No. 20 Tan Finish. Brass Trimmings. \$2.50
No. 320 Black Finish. Nickered Trimmings. 2.50

The man or woman in the shop, in the office, in the open—the child in school—the autoist and all others who desire the comforts of a home-cooked meal.

Each UNIVERSAL Lunch Box is equipped with a UNIVERSAL Vacuum Bottle which is guaranteed to keep liquids hot for twenty-four hours or cold for seventy-two hours. A feature of this bottle is the metal spring bottle container and shock absorber which hold the bottle firmly in place and reduce the possibility of breakage to a minimum.

UNIVERSAL

Another feature of great importance is the free circulation of air through the box when closed. This is made possible by a number of air vents in the top and sides. This constant circulation of air keeps the food fresh and wholesome and the lunch box sweet and clean.

UNIVERSAL Lunch Boxes are attractive in appearance and strong and durable in construction—built to stand long and severe usage. Made of heavy tin finished either in black or brown. Nos. 20 and 320 have two additional aluminum food trays, $4\frac{3}{8}$ inches square by $1\frac{3}{4}$ inches deep.

For prices, write to your jobber or direct to us

Landers, Frary & Clark
NEW BRITAIN, Conn.



No. 10 Tan Finish. Brass Trimmings. \$2.25
No. 310 Black Finish. Nickered Trimmings. 2.25



View showing raw oxide of iron as mined at Red Mill, Que.



View showing ore being removed from furnaces after calcining.

MADE IN CANADA

THE CANADA PAINT CO.'S RESOURCES—OXIDES

The Canada Paint Co. own and operate what is probably the purest deposit of Iron Oxides suitable for paint making on the continent.

These Oxides are mined and prepared for market in our plant at Red Mill, Que., and they are probably the purest Oxides produced anywhere in the world. They run 93% pure and over, while ordinary oxides rarely run over 55% pure.

In addition to the mining and preparation of the oxides produced in our own mines, we also import Persian and English Oxides in their

crude form and prepare them for market. The new furnaces which we recently installed for the calcining of our Oxides are of our own design, and are much superior to the old type of furnace generally used. We also have a splendid up-to-date grinding and levigating plant which enables us to turn out the very highest grade oxides of every shade and for every purpose for which such pigments are used.


THE CANADA PAINT CO.
LIMITED
 PAINT-VARNISH & DRY COLOR MAKERS-LINSEED OIL CRUSHERS
 MONTREAL-TORONTO-WINNIPEG-CALGARY-HALIFAX
 OXIDE MINES-RED MILL-QUEBEC



View showing calcining furnace and handling facilities at Red Mill.



View showing chemical process of our Dry Color Plant at Montreal.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVI.

TORONTO, OCTOBER 17, 1914.

No. 42

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Fills the Bag and Increases Turnover

Your customers demand Dominion Ammunition—they know that eye and gun linked up with dependable cartridges — Dominion Cartridges—means good sport and successful sport.

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Hundreds and Hundreds of Hardware Merchants find the

O-Cedar Mop

Polish
(Made in Canada)



a quick and easy seller

—The reason—O-Cedar advertisements go into thousands of homes, in Canada, and are read by thousands of people because housewives are always on the outlook for a device that will lessen labor and make house-keeping more pleasant.

O-Cedar Polish Mops are especially useful in summer because more dust prevails—so boost them now.

Write your jobber.



CHANNELL CHEMICAL CO., LTD.

369 Sorauren Avenue, Toronto, Ont.

HARDWARE AND METAL

Vol. XXVI.

OCTOBER 17, 1914

No. 42



JAS. HARDY,
Secretary.

A PRUDHOMME,
Retiring President.

T. B. WILLIAMSON,
President-elect.

Annual Banquet of Canadian Wholesalers

Members of the Manufacturing and Wholesale Trade Dine Together at Montreal—Speeches Showed Greatest Optimism for the Future—Reference to Death of Members.

THE banquet which followed the annual meeting of the Canadian Wholesale Hardware Association was held in the Canada Club, Montreal, and from the point of attendance, enthusiasm and optimism, was the most successful in the history of the association. Through all the speeches, even those who dwelt on the more gloomy side of things, the feeling that better times were coming was strongly in evidence, and that even the present dark war cloud had a silver lining which was visible to Canada perhaps more than to any other country in the world.

It was a gathering of representative men from every branch of the hardware field. Wholesalers, manufacturers, manufacturers' agents and retailers were all represented, and the speeches of all indicated a common desire to work together for the good of the hardware trade in general.

Throughout the banquet patriotic songs were the order of the day, and the sheet given to every guest, containing the choruses of fifty songs comprising patriotic, sentimental, humorous and ragtime, was much in demand.

The retiring president, A. Prud'homme,

occupied the chair, and with him at the head table were Robert Hobson, Steel Co. of Canada; Chas. W. Asbury, The Enterprise Mfg. Co., Philadelphia; C. C. Ballantyne, Sherwin-Williams Co. of Canada; Geo. Caverhill, Caverhill, Learmont & Co.; Geo. J. Crowdy, Jas. Hutton & Co.; H. W. Brainerd, Dominion Cart-ridge Co., and Jas. Hardy, secretary Canadian Wholesale Hardware Association.

Those at the other tables were Jos. Dowling, Caverhill, Learmont & Co.; A. Jeanotte, L. H. Hebert & Co., Ltd.; Wm. Starke, Starke-Seybold, Ltd.; Graham Drinkwater, Canadian Fairbanks-Morse

Co.; Mr. Allyn, U. S. Products Export Co.; Mr. King, Kennedy Hardware Co., Toronto; Herbert B. Seybold, Starke-Seybold Co.; Alex. Gibb, Montreal; Mr. Fleming, Capewell Horse Nail Co.; Hector Prud'homme, A. Prud'homme & Fils.; R. H. McMaster, Steel Co. of Canada; Robt. Starke, Starke-Seybold, Ltd.; W. A. C. Hamilton, Consumers Cordage Co.; J. Deschamps, Retail Hardware Dealers' Association, Montreal; J. H. Hanson, Hanson, Tilley Co., Montreal; Geo. Boyd, Steel Co. of Canada; J. A. Beaudry, Retail Dealers' Association, Montreal; D. Elkin, Maritime Nail Co.; Bowman Peck, Peck Rolling Mills; Geo. A. Childs, U. S. Steel Products Co.; A. H. Hough, Canadian Tube & Iron Co.; A. Gordon Macpherson, Montreal; L. Drake, Canada Axe & Harvest Tool Co.; Smeaton White, Montreal "Gazette"; D. J. Munn, Alex. MacArthur & Co.; Geo. C. Davis, Frothingham & Workman, Ltd.; Mr. Jordan, A. C. Leslie & Co.; J. H. Parkes, Montreal; Fred C. Lariviere, Lariviere Inc.; W. Wrigley, Toronto; A. H. Brittain, Montreal; Thos. B. Williamson, H. S. Howland, Sons & Co.; W. J. Lawson, Rice, Lewis & Son, Ltd.; Max Hill,

OFFICERS OF C.W.H.A.

The officers of the Canadian Wholesale Hardware Association are: President, T. B. Williamson; Vice-President, Joseph Dowling, Montreal; Executive Committee, E. H. Dupre, Quebec, Norman Howden, London; T. Birkett, Ottawa, G. C. Davis, Montreal, S. R. Kennedy, Toronto; Secretary-Treasurer, Jas. Hardy, Toronto.

Jas. Walker Hardware Co., Montreal; C. Smallpiece, Taylor, Forbes Co.; L. G. Marchand, "La Presse," Montreal; H. P. Hubbard, Atkins Saw co.; H. B. Greening, Greening Wire Co.; H. G. Wright, E. T. Wright & Co.; W. L. Cummer, Cummer, Dowsell, Ltd.; S. H. Alexander, Wood, Vallance Co.; F. C. D. Wilkes, "Canadian Hardware Journal"; J. P. Steedman, Gurney Scale Co.; W. H. Ginder, Ontario Lantern & Lamp Co.; A. F. Hatch, Canada Steel Goods Co.; C. E. Britton, Cowan & Britton; D. Ford Jones, D. F. Jones Mfg. Co.; Thos. Birkett Jr., Thos Birkett & Son Co., Ottawa; W. C. Springer, Springer Lock Co., Belleville; Mr. Thurber, Nicholson File Co.; C. McGhie, Welland Vale Mfg. Co.; C. A. Whitwan, Hobbs Hardware Co.; N. Howden, D. H. Howden & Co.; John Steveley, Canadian Handle Mfg. Co.; H. Edmund Dupre, Chinie Hardware Co., Quebec; Jos. E. Lemieux, Quebec; Adam Taylor, Taylor, Forbes Co.; Harold M. Reid, "Hardware and Metal," Montreal.

When the toast of "The King" had been drunk with much cheering and singing of patriotic songs, the president arose and proposed the toast of "La Belle France," speaking in both French and English. He then called upon Fred. C. Lariviere and Jos. Lamieux, who sang "La Marseillaise," while the whole company stood up and joined in the chorus.

Jas. Hardy was then called upon and read letters of regret from those unable to be present. Mr. Hardy received an ovation, the guests serenading him with "What's the Matter with Father?"

In proposing the toast of "Our Guests," retiring president Prudhomme dwelt upon the severe loss which the hardware trade had suffered during the past year.

He said in part:—"Before proceeding with the next toast on our programme, I beg to extend to our distinguished guests the most cordial welcome on behalf of our association, and I do express to them our sincere thanks for having answered our invitation in so great number.

"Your presence here to-night shows once more the goodwill and harmonious feeling which exists in our country between the industry and the trade. As you know, trade and industry are the two most powerful instruments of national prosperity.

"By maintaining strongly those ties of mutual confidence and understanding, we do assure, not only our own success, but also in a very large measure the prosperity of our country. And I do hope that in the future this Entente Cordiale will always prevail for our own benefit, and for the benefit of the whole commercial activity.

"Now, gentlemen, I beg to recall to

your souvenir the memory of those of our members who have departed from this world during the past year. They were amongst the pioneers of our association.



JOSEPH DOWLING,

of Caverhill, Learmont & Co., elected vice-president of Canadian Wholesale Hardware Association.

"In fact, one of them, Mr. W. Vallance, of Hamilton, has been one of our past presidents and our dean for many years. His loss has been felt very keenly by all of us and by the co-citizens of the whole Dominion, as he was known all over.

"Here also in our own city the death of Mr. J. B. Learmont has caused profound regret not only in the business section of the Metropole, but even in the social and intellectual circles of our community, and he is greatly missed from our charitable institutions.



GEORGE C. DAVIS,

of Frothingham & Workman, Montreal, elected member of executive of Canadian Wholesale Hardware Association.

"In the most eastern city of its territory, our association has had also its mourning. M. Victor Lemieux was one of our active members in Quebec City, and when Mr. W. Starke and myself

attended his funeral, we felt assured that the old capitol was mourning one of its best-known and respected citizens, a good husband and a kind father. The three of them were good Christians, and no doubt the Almighty has rewarded them with eternal life.

"My term of office is now over, and in presiding over this dinner, I am filling the last, but also the most agreeable, of my duties. My task has been an easy one, owing to the fine courtesy always extended to me by my confreres, for which I sincerely thank them, owing also to the untiring zeal and activity of our perpetual secretary, Mr. James Hardy. We all know him, and I may add that the more we meet him the more grows our esteem for his activity and his own charming personality.

"I have attended to the duties of my charge with the best of my abilities. I was conscious and grateful of the testimony of confidence given to me and to the French-Canadian members of our association by its very large majority of English-speaking members, and I trust that their confidence has not been misplaced."

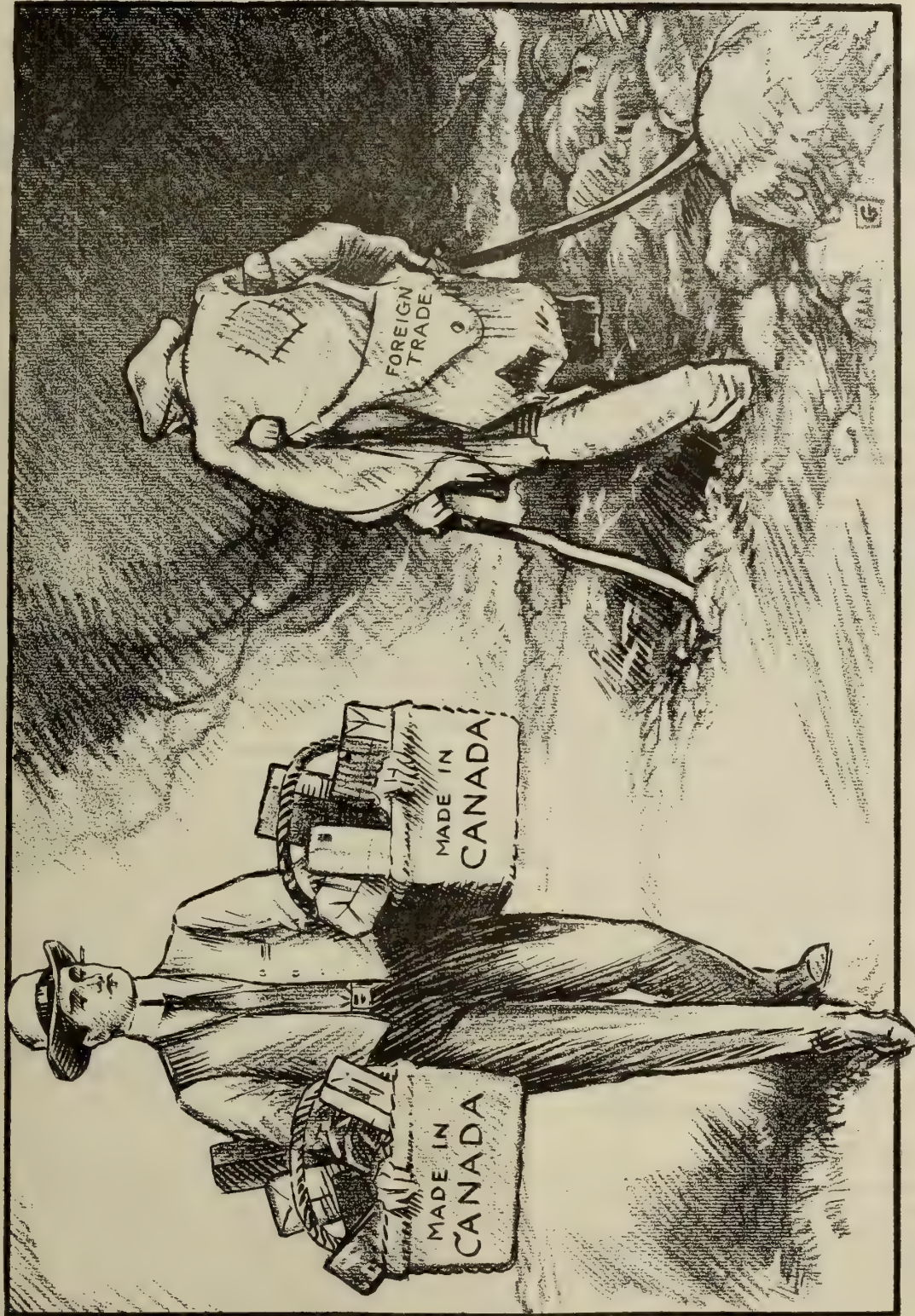
A Debt of Gratitude.

The first to respond to the toast was Mr. Asbury, of the Enterprise Mfg. Co., of Philadelphia. Although Mr. Asbury commenced by saying that as an American he must obey the order of President Wilson and not give way to any expression of feeling as to his sympathies with either combatant in the present European conflict, he "carried away the house" by saying that the United States owed Britain a debt of gratitude for keeping the seas open and thereby "saving America from a great commercial calamity." This statement aroused so much enthusiasm that it was necessary for him to withhold the balance of his speech until the enthusiastic guests had given relief to their feelings by singing "Rule Britannia."

Robert Hobson, president of the Steel Co. of Canada, spoke in a very optimistic strain of the future outlook of Canada. "The type of man we need now, more than ever," said Mr. Hobson, "is he who will smile even though he has a cracked lip." He stated that we could not get away from the fact that our borrowing powers would be curtailed for years to come, and that our salvation would rest with getting the money out of the land. The farmer holds the key to the situation, and as the farmer is receiving high prices for a very good crop, conditions should warrant at least fair business for Canada.

C. C. Ballantyne, vice-president of the Sherwin-Williams Co. of Canada, followed, making reference to the oppor-

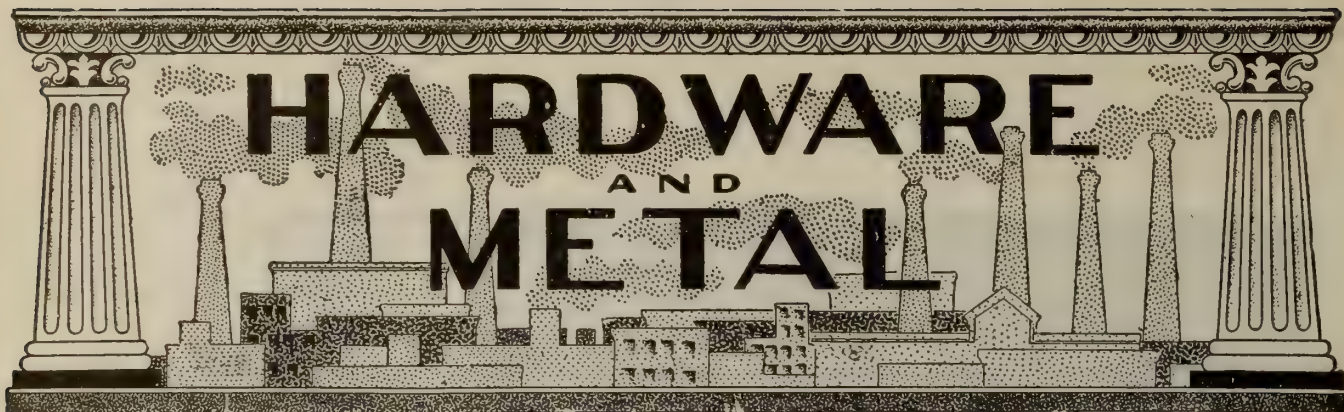
(Continued on page 53.)



THE INS AND OUTS OF COMMERCE—OUR TURN IN

Europe's War Cloud Certainly Has a Silver Lining for Canada.

This very timely cartoon is strongly suggestive of Canada's present commercial opportunities. It was taken from the War Number of "Graphica," an exceptionally interesting little magazine published monthly by The Herald Press at Montreal and Toronto.



Sustaining Paint Sales

TO keep the paint department busy during the fall and winter months is the laudable ambition of many Canadian retail hardwaremen. There was a time when paint was called a one-season commodity. The big demand was in the spring and all other seasons were more or less out of season as far as the retailer was concerned. But times have changed, thanks to the national advertising of manufacturers, the energy of the retailers and the persistence with which trade journals have urged retailers to go after the paint trade the whole year round. We now find that paint is an all-year-round commodity used in winter as well as summer.

The winter months are indoor months when the homemakers come into their own, when the family circle is re-united after the diversions of the outdoor months, and when the hospitalities and gayeties of the social season are enjoyed in their best setting. When so much time is spent within the home, it is natural that people should desire to have the interior of the home as artistic and pleasing as possible. This is only possible where every effort is made to keep the interior brightly finished. One of the highest functions of the retail hardwareman is to supply the necessary material to make the home a tasteful and helpful setting for the season of indoor activities. Many people are not aware that their home can be improved so wonderfully at so small an expenditure, as is required for the purchase of interior paints, varnishes and stains, and it is, therefore, a duty of the hardwareman to keep them fully informed on this important subject. This should be done by advertising—and by advertising we do not mean simply the use of printer's ink alone, but also the proper displaying of the goods in the store and in the store windows.

True Economy

ALTHOUGH business men as a whole have accepted the situation with resolution amounting almost to cheerfulness, there are still a number who are pessimistic to the point of panic. This is evidenced in penny wise pound foolish measures of economy.

Cases are known where merchants have stopped lighting up their windows in the evenings, thereby saving a few cents on the light bill and quite as certainly cutting many dollars off the total of future sales. Some have reduced their advertising appropriation—and their sales in almost equal proportion. Some—a very few, we are glad to say—have declined

to spend a dollar or two a year for their trade paper; and their loss thereby is quite out of proportion to the saving effected.

The same applies all around, to business men of all degree. Pinchbeck economy has crept in, the inevitable concomitant of unreasoning pessimism. At times of stress and uncertainty there are always some men who think a saving in hand—no matter how insignificant—is better than two sure profits in prospect.

It is not intended to assert that economy is not the proper policy to pursue at the present juncture. This is a time when every item must be watched and every expenditure guarded. Lavishness or carelessness would be highly reprehensible when the ultimate triumph of a cause depends perhaps on the conservation of resources now. "Economy with efficiency" should be the slogan of business to-day. But economies which hamper legitimate development hurt efficiency.

Sir George and the Kaiser

SIR George Foster is always worth listening to and the older he grows the more popular he becomes. He generally gives us something worth while, something to make us think, and what we already know he expresses much better than most of us can do. His talk before the Toronto Board of Trade was full of optimism, but not that kind which tends to overshadow the present need of the greatest economy on the part of everyone.

The most important section of his speech pointed to the great opportunity this war gave to Canada. Germany produced and sold abroad \$2,400,000,000 worth of goods, and Canada could get a part of this trade; that it was our business to get it. He gave us still further encouragement by telling us that Canada had the safest and shortest routes of ocean communication to the countries where this \$2,400,000,000 was waiting impatiently for Canadians to come to take it. He would assist us by supplying all the statistics—he had quantities of them on tap in his Department.

His advice is good but it was not by advice but by leadership and personal direction; by telling the people how; and then seeing that they did as they were told that the Kaiser captured this \$2,400,000,000 foreign trade of Germany and consolidated his Empire.

The British and American exporters had advice and figures enough to give them the trade of the world, but the Germans have gained on them because

Britain and the United States are ruled by politicians who have not paid sufficient heed to the advice, nor sought the co-operation of, great leaders in business and finance.

The Kaiser is not by any means as brilliant a man as our own Sir George, but when history comes to be written it will be found that the Kaiser will rank in history as the greatest director of commercial effort the world has yet had. He is great because of his capacity to gather round him the ablest business and professional men—the specialists—in his Empire; the capacity to learn from them, and finally he is greater still because of his capacity as an executive to direct and inspire all these leaders to work together enthusiastically for the intelligent and systematic development, on national lines, of the trade and other interests of their Fatherland. He is the great sales manager in the world. If he had been as successful in selecting his diplomats there would have been no war.

Sir George Foster cannot help us much by lecturing or releasing statistics, but if he will study the methods by which Germany became great commercially, and apply these methods to the great Dominion, every department of life will develop beyond that of any other country in the world.

A Sign of Western Progress

THAT Western Canada is waking up to the advantages of real trade is becoming more and more evident every day. With the passing of the subdivision boomster the oil share and lease manipulator and the black fox visionary, the eyes of the people are being turned to the advancement of commercial enterprise along more substantial lines.

Among these the development of the live stock industry is beginning to take a large place. In a number of leading cities, such as Calgary, Edmonton, Saskatoon, Prince Albert and in Regina the establishing of stock yards is claiming much attention and their active operation is only a matter of a short time. In Regina many of the business men have visions of a new Chicago and are endeavoring with their best efforts to make the vision a reality. That the city is well located for an industry of that kind is quite evident. With its 13 branch railway lines radiating in all directions it certainly has the facility for gathering large supplies of stock. A start has already been made, about one dozen good, large, warm barns having been provided for the animals. Proper cattle runs leading to platforms, etc., have been erected and things are getting rapidly in shape for the handling of stock. In the West the consensus of opinion is that the live stock industry should be developed inasmuch as present conditions will greatly increase the demand.

Cattle breeders' associations have already petitioned the provincial Government to take steps with a view to providing stockyards, packing houses, etc.; to encourage the raising of live stock. Regina has in a large measure filled the gap and provided excellent grounds for the purpose.

The city is prepared to develop the industry to its utmost, and if necessary will devote an entire half-section of land to the purpose. It is expected that with these advantages packing plants will locate in the city as a supply of live stock would always be available.

That Western Moratorium

THERE is an old saying that bad news travels fast—which is very much of a truth—and it might be said further that the further it travels the worse it usually gets and that too, would be very much of a truth. When there is something in the nature of a moratorium declared in Western Canada on account of the effect of the war on the financial and business situation, the news was not long in getting to Eastern Canada. It traveled fast, became distorted as it came until the East heard all sorts of wild rumors that there had been legislation suspending the payment of all obligations and that the business system had practically been disorganized.

Let us get at the facts. It is true that there has been something in the nature of a moratorium passed. In Saskatchewan there has been special legislation enacted at an emergency session of the legislature which protects the interests of the men who have gone to the front. There was nothing like the application of a general moratorium considered. Such a course, it was believed, would injure more than help the country.

Another step which has been taken has been to further protect the interests of a property owner who may not be able to pay his taxes by giving additional time to meet payments. Under the new conditions, cities and towns must hold a confirmation of taxes on the 15th of September for the previous year and six months from that date if the taxes have not been paid a sale can be held and the property disposed of. But when the owner has eighteen months in which to redeem his property by paying the taxes in full and paying ten per cent. on the amount paid by the purchaser at the tax sale.

Editorial Briefs

THE DEALER who advertises goods not in stock is committing business suicide.

ROBBING PETER to pay Paul—selling an article at a loss and making it up on another.

THE CANADIAN farmer with his high prices this year is surely the King of the Castle.

BUSINESS IS just as good, and in many cases better than last year, in the agricultural districts.

GET SUGGESTIONS from the salesmen. See that they turn in something for consideration every week.

WITH THE COMING of the cooler weather, the retailer should see to the display of appropriate lines.

THERE IS NO room for the man who is afraid in times of temporary trouble—then is the time he shows his true mettle.

A TORONTO daily paper in referring to the scarcity of bristles, says: "If the war continues for a year or two there will be no spring or fall painting next year." Wonder how the war two years hence will affect painting seven months hence?

ALTHOUGH bristles may be scarce and prices of paint brushes slightly higher there will be plenty of brushes available to do an exceedingly large amount of painting next year and the year after.



What Other Hardwaremen Do

Retail Hardwareman Sells High Grade Screw Drivers — War Scene Made of Toys—Clearing Out Odd Lock Sets.

SELLS GOOD SCREW DRIVERS.

NINE times out of ten when a customer enters the average hardware store and asks to see screw drivers, the clerks will show an assortment of drivers ranging in price from ten to twenty-five cents and from this assortment a selection is usually made. A retail hardwareman at London conceived the idea some time ago that his clerks were selling too many screw drivers of the cheaper variety and very few of the more expensive kinds which include ratchet and spiral drivers. He kept a close watch on his clerks and found that unless the customer looked like a mechanic the clerks seldom showed the better lines, the clerks apparently thought that the ordinary customer who wanted a general service screw driver only wanted a cheap one. The merchant held a consultation with his clerks and explained the advantages of the higher priced goods. He instructed his clerks to always show the good lines as well as the cheap ones. This policy was followed out and to-day the firm is selling more high grade screw drivers than cheap ones. The merchant and his salesmen have found that a large number of private individuals are willing to pay from 50 to 75 cents for ratchet screw drivers when the many advantages of such an implement are explained. Sales of spiral screw drivers have also greatly increased since the salesmen have started to show them to all screw driver customers. You cannot tell by his appearance what a customer is willing to pay for a good article. It is a good plan to always show the more expensive as well as the cheap lines, in fact many successful retail salesmen always show the best lines first.

WAR SCENE MADE OF TOYS.

A novel display of toyland fixtures was made last week by the hardware firm of W. H. Thorne & Co. in King street, St. John, when they gave a complete showing in miniature of an immense battlefield with all equipment. The floor of the window was covered with dustbane over heavy paper arranged so as to represent a large expanse of territory with hills in the distance, caused by raising and crumpling the paper, and little mounds at various centers made in the same way. Down one of the hills a little stream trickled until it emptied into quite a "river" glistening clearly from a small sheet of glass placed under the green covering and arranged so as to look most natural. Over the river was a miniature toy bridge on which a regiment of soldiers was crossing. In the background were two fortresses with armament showing, and "tin" soldiers in action at the guns. Along the edge of a strip of woods ran a railway track on which a train of cars was wheeling to the "front" its contingent of soldiers. Mounted regiments were seen "galloping" across the field, and at one side was an ambulance corps, with full medical equipment. Overhead two or three aeroplanes whirled hither and thither. Large crowds gathered before the display all through the week, and it proved a most attractive feature, and quite appropriate when all interest at present centres in the European conflict.

CLEARING OUT ODD LOCK SETS.

Every retail hardwareman who carries a representative stock of builders' hardware knows how odd lock sets will accumulate. Sometimes difficulty is experienced in disposing of them owing to the fact that there are only two or three of a kind and not a sufficient number to trim a house. An Ontario retailer who sells large quantities of builders' hardware informed Hardware and Metal that he always disposed of odd lots to jobbing carpenters. He once tried to dispose of them to private individuals through advertising the sets in the newspapers at low prices per set. The response was very poor and no sales were made. The merchant now groups the lock sets in lots of six and disposes of them to jobbing carpenters at a fixed price per set. He always makes the price sufficiently low to interest the carpenters, but he figures that a small profit on odd lots is better than an accumulation of dead dollars.

The Retail Dealer and His Trade Paper

Part That it Plays in the Buying of the Merchant, as Shown by
Special Investigations—Its Influence Found to be Widespread
—An Auxiliary to the Visit of the Salesman.

By George L. Louis in "Judicious Advertising."

THERE is no other factor in selling that has greater possibilities than the trade journal. Here we have quality in circulation in its very highest form; here waste circulation is practically unknown. I personally do not know of any other merchandising medium that can be used so economically and effectively, and that is read more earnestly and thoughtfully. But notwithstanding that the powerful influence of the trade press has been, and is continually being, demonstrated, I know of no other selling medium that is so neglected and so abused. In this discussion, I am referring particularly to those trade publications which circulate among the retailers. I have used and closely studied the retail trade press, representing almost every industry, for the past fourteen years. And I have gathered some rather interesting and fairly authentic data during that period.

I have had the opportunity of getting very definite information from both the manufacturer's and the retailer's viewpoint. I have been able to test the selling value of trade papers under a wide variety of conditions with every possible calibre of copy, and for many distinct lines of business. Besides, I have had the opportunity to observe and learn directly from retailers just what they thought of the trade press and just how far it influenced their buying actions. During my four years' dealer analysis, in which time I visited merchants in every state, I noted very carefully the attitude of each toward his trade paper. Among the statistics I gathered on this journey, I have this: Eighty-five per cent. subscribed for at least one publication; of this number, 60 per cent. received two, and 15 per cent. three or more. This applies to dry goods, clothing, shoes, hardware, grocery, jewelry, drug, candy, stationery, paint and general stores. Upon questioning the proprietors of these stores, I was surprised to find what an important buying factor the trade journal had become to them.

Depends on Trade Journals.

"I don't know how I'd buy without it," a dry goods merchant in a Pennsylvania town told me. "When a salesman calls on me, I'm in a pretty good position to judge values and styles, for I have read from week to week just what is going on. I know from the editorials and advertisements in my trade paper

what is new and popular and what isn't selling any more. Before I read the trade papers, they could see me any old thing. But it is different now; I keep in touch with things."

I was also impressed with the long life of the trade journals. The greater majority of the merchants whom I visited showed me issues that they were saving for reference. Some only kept numbers of two or three or four weeks back. Others from six months to a year. They were not shelved in out of way places, either. They were all to be found convenient of access, and when I glanced over these old numbers, I found that they were indeed well thumbed.

Evidence of Influence.

I tried to ascertain by the closest questioning just how far the trade press directly influenced retail buying. It is very evident from my observations and interviews that the advertiser who constantly tells about his wares in trade papers has a far better opportunity of interesting and selling the retailer than competitors who do not so advertise.

I was in a jewelry store in a small Ohio town when a salesman came in. When he handed his card to the proprietor, with whom I had been conversing, the latter exclaimed in a most friendly way, "Oh, yes! How are you? Let's go back to my office." Later I was informed that this had been the first visit of that salesman, and that he received a very nice order. "But you've bought from that house before?" I asked, when told that this was the salesman's first call. "No; first time I've done business with them," he answered. When I asked the merchant for an explanation of the warm greeting extended to the salesman, he said: "Oh, I know the house well. They have a full page advertisement in the ———, right along."

I recall another instance where I questioned a woman's clothing retailer in an Illinois town why he had answered one of two letters soliciting his business and thrown the other into his waste basket. The two letters were from different manufacturers and seemed to have presented their respective selling arguments with equal force. "I know these people (referring to the concern whose letter he had answered) and I'm going to let them show me their line. I don't know much about the other house." His

knowledge of and confidence in the manufacturer, to whom he wrote, was based solely upon the fact that he was familiar with their advertising in the trade paper he read. When pinned down for a definite answer, he acknowledged this. Incidentally, have since found out that this clothier is now a mighty good customer of this manufacturer whose letter he answered.

Such Incidents the Rule.

These illustrations of the direct buying influence of the trade press were not exceptional. Evidence of this nature was apparent in the greater number of my visits and interviews. One paint dealer told me he bought only from the concerns that advertised in the trade papers he read. Asked to explain his reason for this, he said: "The fellows who have really got something to sell and aren't afraid to let us know about it are the ones I've got respect for and confidence in. I'm always a little suspicious of the ones who hide their light under a bushel."

Talk to the Dealer.

It will surprise the average trade paper advertiser to find how quickly the retailer will respond if the right appeal is made to him. The copy one finds in these publications is either of the most general nature without pretence of selling effort, or it talks at the retailer instead of to him. You all know the copy of the first kind; it's the "We-make-fine-goods-come-and-buy" stuff. It has about as much effect upon the retailer as a dummy salesman that was worked by some interior mechanism. The second type of copy is more prevalent. Although it is a vast improvement over the other, it approaches the retailer in the wrong way. When you tell the retailer why the consumer likes and buys your goods, you are talking at him. To talk directly to the retailer, you must centre your copy around his selling conditions. Sales and profits are what influence him to stock up goods. To tell him why the consumer will buy from him is an indirect, ineffective approach. That your goods fit perfectly or wear well, or are fashionable, or whatever their advantages may be, is all highly interesting to the retailer, but what he wants to know is why he should buy them.

Cobourg's Wall Paper in Hardware Stores

The Incident of an American Visitor Who Wanted Prompt Service and Found it in an Unexpected Source — Department Works Well with Paints and Varnishes.

Written for Hardware and Metal by Henry Lewis.

HE was a wealthy American in the town of Cobourg, Ont; let us call him Henry Morgan (not necessarily a relative of the late J. P.) Like many others, he had come over from Pittsburgh, that famous centre of smoke and industry, to spend a portion of the summer on the pleasant shores of Lake Ontario.

Henry Morgan, bent on spending the summer in enjoyment and quiet, secured one of the picturesque homes—not one of the largest, but a very pretty home—in the locality of lawns, drives and groves, which has been called by the people of the town "Little Pittsburgh."

Now this visitor from Pittsburgh had a sense of the artistic and tasteful in decoration which had not been dulled by the smoke of his home city and there were some things about the interior of his summer home which did not appeal to him. Particularly was this true with regard to the wall paper, for the house had not been opened the previous summer and there were several rooms that required new wall decoration.

Almost a stranger in a strange land, he was in the act of picking up the telephone to call up the people who usually did such work for him, when he remembered that he was not in Pittsburgh by a great many miles. Of course, a great many people in this position would get in touch with a house in one of the big Canadian cities to do the work—because there is often the idea that the further you go for a service the better it must be.

But Henry Morgan had been impressed with the appearance of the business section of the town in which he had decided to spend the summer and he decided to see what he could find at first-hand—besides, expeditious service was important with him, for Mrs. Morgan and the children would be coming along in a few days and he desired to have everything prepared for their comfort.

And so we find Mr. Morgan in the business section of the town of Cobourg looking for an establishment where he could look over wall paper lines and get something in good taste for the decoration of his summer residence. The search brought home to him rather a surprising fact—the wall paper in Cobourg is practically all sold in hardware stores. He found two of the leading hardware establishments with extensive wall-paper

departments. He entered the portals of one of these, where he had been attracted by a handsome window display of some attractive lines.

"You sell wall-paper here?" he asked.

"Yes," was the reply, and noting the rather surprised look of the stranger, the proprietor continued: "This house has been established for twenty-five years, and wall-paper has been one of the leading lines handled."

"I did not know that it was a usual thing for hardware stores to handle papers," continued the stranger.

Hand in Hand with Paint.

"Well, I do not know that it is the usual thing," replied the head of the establishment, "but I think that is because more hardware men have not tried it. You see, it is this way. When a man buys paint or varnish for interior decoration he comes to a hardware store.

What is more natural than that he should buy wall-paper here and work out a satisfactory decorative color scheme. On the other hand, if he comes here for wall-paper we can also sell him the paint or varnish he may need. The two departments work each for the good of the other."

"Can you supply me with wall-paper suitable for my home?" asked the visitor, coming to the point.

"I am certain that we can," said the proprietor with assurance, as he led the way to the well lighted and spacious display department at the rear of the store. "We, of course, cannot carry a very big stock in a town this size, for there are thousands of different patterns, but we do see that we have a sensible and fashionable range and if there is something wanted that is outside of that range we can quickly send in an order which will bring a prompt shipment from the makers."

After looking over a number of the lines displayed for his consideration, the visitor had no difficulty in making a satisfactory selection, and in so doing he expressed surprise and delight that he had been able to buy to such good advantage without going out of town.

No Need to Go Out of Town.

"We could do the same for many others," was the comment of the merchant, "but we find that there is a difficulty with many people in satisfying them that we can handle the same lines here that they can get in the city.

A paper which we would show here and would not make an impression would be entirely different if brought from the city—or that seems to be the idea—and what is more to the point, the city price will be higher nine times out of ten."

The visitor was a man of business and asked a number of questions about the handling of stocks and buying.

"Buying is one of the important points," said the hardware man. "If we had fifty patterns in one line there would not likely be two women who would chose the same thing and yet if we had only a couple of patterns in that same line, and those patterns well chosen they would in all probability meet the tastes just as well. Then too, the turnover is bound to be small in proportion to the stock carried from the fact that there must always be a comparatively big range of selection and for this reason there must be a good margin of profit. However, the expense of a department like this are very small and we can make the prices very reasonable, and in most cases we can save our customers a substantial sum on the same goods in comparison with what it would cost to bring them from the city."

As a sequel to this little incident of the stranger who found a service in a hardware store in a strange town—a service which some of the old residents are likely to forget—it might be mentioned that two days later the hardware man secured a substantial order for paint and varnish, for the American visitor had found that when he got the new paper on the walls the woodwork also needed brightening—and of course he came to the store where he had secured prompt and intelligent service in the matter of wall-paper; besides, he knew that there he could get something which would be in harmony.

Iver Johnston Catalogue.

Iver Johnston Arms & Cycle Works, Fitchburg, Mass., have issued an 84-page 1915 catalogue featuring their extensive lines of bicycles, motor cycles, and fire-arms. The catalogue is gotten up in convenient form, is splendidly illustrated and gives complete specifications, price lists, etc. Copies can be secured by writing the Iver Johnson Arms & Cycle Works, Fitchburg, Mass.



Harvesting a Share of the Sportsmen's Trade

Newspaper Advertising and Window Displays Are Important Factors in Securing the Trade of the Sportsman—The Importance of a Carefully Planned Window Display.

THIS is the season of the year when the hunting enthusiast is keyed up to the highest pitch and looks forward with great pleasure to his visit to the haunts of the wild game.

It is also a season which affords the retail hardwareman an opportunity of showing his townsmen the latest in rifles, shot guns, ammunition and hunting equipment, and there is no more interesting line in a hardware store than the goods found in the sporting goods department, and particularly shooting supplies. The experienced hunter is a man who keeps closely in touch with hunting equipment and is always anxious to see any new line which the merchant has to offer. There is also the amateur hunter, and the man who is going hunting this fall for the first time.

A regular army of hunters are on the tramp at this season of the year and their needs are many and varied. There are many ways of going after the hunters' trade but the two used mostly are newspapers and window displays. In using the former the advertisements should be attractive and convincing. They should arouse the curiosity of the hunter and cause him to pay a visit to the store. Another point which should

be forcibly impressed on the mind of the hunter is that, "It is better to think of what you need before you reach the hunting field than after," a phrase which can be employed with good results in a sporting goods advertisement. In featuring hunting goods it is always desirable that a good illustration appear.

In trimming window displays, hunting scenes give the trimmer an opportunity of showing his ability as a trimmer of "attention-drawing" windows. Merely putting an assortment of goods in the window, with a card of invitation to enter, will not suffice. The pedestrian may see several displays of that nature in the course of a couple of blocks. If you want your windows to "stand out," to have the spice of originality which brings the customer to your store instead of to any one of the others carrying sporting goods, a more ambitious "trim" will be needed.

Sporting goods lend themselves admirably to display purposes. Some of the most realistic trims and, most effective in the matter of trade pulling, ever designed have been of sporting goods in hardware stores.

The rule which applies to the stage—that the public must see only the finish-

ed effect and not anything of how it is done—applies with equal force to window decorating. The display man aims at a certain effect, but in achieving it he must be careful that the critical passing public sees only the effect and not the means by which it has been obtained. The devices adopted to arrange materials in a certain position and to make them stay as arranged, if discerned, would ruin the whole effect.

Inasmuch as it is so highly necessary that the public should not be allowed to see "behind the trim," the work on a display which does not show is of double importance. A trim must be so planned and carried out that no difficulty will be experienced from that source. Many a trim is spoiled because it is not entirely practical. The idea had been adopted before the display man had figured whether he could work out the details properly or not.

It follows that each display must be figured out well in advance. The successful window trimmer knows just exactly what he is going to do before he starts the actual work; how the decorative effects are to be placed and where each article is to go.

THE REASON WHY

Kyanize KY-AN-IZE



is becoming
so popular in
Canada is be-
cause it does
all we claim
for it.

Kyanize KY-AN-IZE

is different than other varnishes.

It is made by the Kyanize process and is more durable.

That's why it gives more satisfactory results.

That's why Kyanize agents get the business.

We only sell one dealer in each locality.

WRITE FOR EXCLUSIVE AGENCY PROPOSITION.

BOSTON VARNISH COMPANY, EVERETT STATION BOSTON

DISTRIBUTORS FOR WESTERN CANADA

J. H. ASHDOWN HARDWARE COMPANY

Calgary

WINNIPEG

Saskatoon

In Addition to the most important magazine and newspaper campaign ever directed to the American consumer of varnishes we have perfected for our Kyanize agents

**A PRACTICAL SELLING PLAN
THAT GETS BUSINESS
EVERY DAY IN THE YEAR**



This Plan
Comprises

**TEN
Effective
MOVES**

Every One
Linked
Together
so as to
Make

This Cut Shows Move No. 3, Our New Interchangeable Window Display

**The Strongest Sales-producing Campaign
EVER OFFERED the RETAIL DEALER**

Write for full particulars of our new
TEN-MOVE SELLING PLAN
and Exclusive Agency Proposition

BOSTON VARNISH COMPANY, EVERETT STATION BOSTON

DISTRIBUTORS FOR WESTERN CANADA

J. H. ASHDOWN HARDWARE COMPANY
Calgary WINNIPEG Saskatoon

Practical Problems for Sheet Metal Workers

Article No. 7 of Series

By Chas. Seivers

Fig. 1.

ON a given line to construct an isosceles triangle, having a given vertical angle.

In Fig. 1 let the angle at A be the given angle and the line B C the given line.

Extend the line B C to D and at B make the angle D B E equal to the given angle at A.

Bisect the angle E B C and through this point draw the line B F. At C make the angle B C A equal to F B C. When this is completed the triangle F B C is the required isosceles triangle.

Fig. 2.

To construct a square on a given line.

In this problem let A B be the given line; at one end, as at A, erect a line at right angles to A B, as A D. Make this line equal in length to A B, by drawing an arc with A as a centre, and A B as a radius.

With the same radius and with B and D as centres, draw two other arcs to join at C. Then draw lines joining D C and C B.

The square outlined by A B C D is the square required.

Fig. 3.

To construct a square on a given diagonal.

In this problem let A B be the given diagonal. Bisect A B in C by the line D C at right angles to A B. With E as a centre and E A or E B as a radius draw a circle to cut through the line D C.

Then draw lines joining A C, C B, B D and D A.

It will be seen that A C B D is the required square.

Fig. 4.

To construct an oblong when the length of its sides are given.

In this problem let L and S be the length of the two sides.

Draw the line A B, making it equal to L. At A erect a line at right angles to A B, making it equal in length to S.

With B as a centre and a radius equal to S draw an arc. With C as a centre and a radius equal to L, draw an arc cutting the one drawn from B, at D. Next draw a line joining C D and B D. And the figure A B D C is the required oblong.

Fig. 5.

To construct an oblong when the diagonal and the length of one of its sides are given.

In this problem let L be the given diagonal, and S the given side. Draw a line as A B, making it equal in length to L. Bisect this line as at E; with E as a centre and E A or E B as a radius draw a circle.

From A and B as centres and with a radius equal to S, draw arcs to cut the circle at C and D. Then draw lines joining A C, C B, B D and D A.

The figure outlined by A C B D is the required oblong.

Fig. 6.

To find the centre of a given circle.

In this problem let A B D be the given circle. Draw a chord as shown at A B. Bisect this chord and extend the bisecting line to cut the circle at two points, as at C and D. Next bisect the line C D as at E, and E will be the centre of the circle.

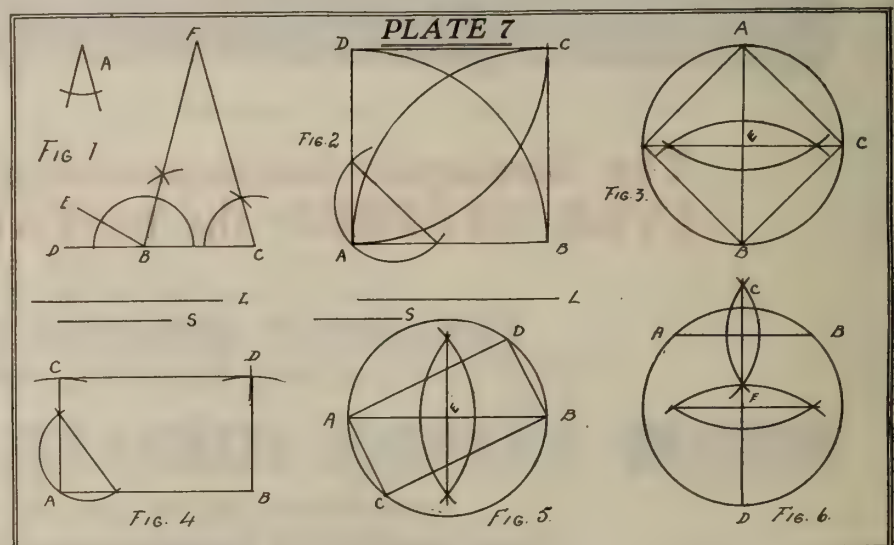
AN UNWORKABLE BILL.

It is, to say the least, very doubtful whether what is known as the Clayton Anti-trust bill, that is to say, the bill "to supplement existing laws against unlawful restraints and monopolies," as agreed to in the Conference Committee and accepted by both Houses of Con-

gress in the United States, can be made to work equitably in its main features. Among these is the section making discrimination in price between different purchasers of commodities unlawful where the effect would be "to substantially lessen competition or tend to create a monopoly in any line of commerce." There is a proviso that it shall not "prevent discrimination on account of differences in grade, quality or quantity" of commodities sold to different purchasers, or allowance for cost of selling or transportation, or discrimination "made in good faith to meet competition," or prevent persons engaged in selling goods from "selecting their own customers in bona fide transactions and not in restraint of trade."

In the multitude of transactions in buying and selling which are continually going on in interstate commerce how are these distinctions to be observed and determined? There are other sections regarding price-fixing and rebates in selling or leasing, owning stock or acting as officers or employees in different corporations with a view to lessening or preventing competition, which have similar ambiguities and difficulties of application or enforcement. There is a section which gives authority for en-

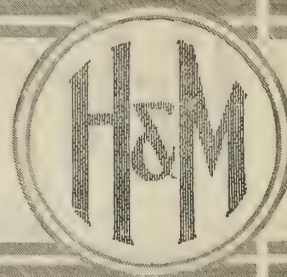
(Continued on next page.)



In developing the above problems we suggest that the student make his drawings four times the size of the above sketch.



Junior Clerk's Page



CLERK ON THE WITNESS STAND,

How much would you get, Mr. Clerk, if you were your own employer?

How much could you afford to pay yourself if you signed the pay checks?

How valuable an employee would you consider yourself if you were the boss?

How hard would it be to fill your shoes if you suddenly departed?

Are you essential to the welfare of the store you work in?

Do you sell goods or just pass them over the counter?

Are you an ornament or just a member of the army of Mr. Dust?

What can you tell about goods that customers do not already know?

What do you do when there's nothing to do?

Do you think that each sale you make entitles you to a vacation?

Does your employer regard you as an asset or a liability?

If you record all your qualities would the ledger balance?

Do you deserve more than you get, or get more than you deserve?

Do you hold the long distance loafing record?

Is your mental energy used in dodging work or in creating work?

Are you a producer or just a paying machine?

Do you know yourself better than others know you?

Can you tell how your own wheels revolve?

Did you ever carefully study your own motives or actions?

Are your words and actions the result of a definite plan?

Stand off a distance and size yourself up. Do you admire the chap who spends your money?

DO'S AND DON'T'S.

Do's.

Do have your window thoroughly cleaned before starting to dress it.

Do think out the leading articles to be shown.

Do make a plan in your mind—if not upon paper—as to how the most important goods shall be exhibited.

Do notice every hardware window you pass, and try to improve upon it.

Don't's.

Don't think because a window is full of goods it is properly dressed.

Don't consider that window dressing is an unimportant part of business education.

Don't expose perishable goods more than is necessary.

Don't spend more time than is requisite in window dressing. Remember, time is money.

Don't make the fact of your dressing a window an excuse for all the shop being untidy, so that if a lady enters the premises your counter has to be cleared before you can attend to her.

Do your level best, and, whether you have sunlight in your window or not, Don't Worry.

* * *

REMARKS OF THE JUNIOR CLERK.

When a man is nervous and can't sleep he generally wants a lot of credit for getting up early.

* * *

Often a man has a lot of good traits you would never suspect if he didn't tell you about them.

* * *

It will soon be time to thaw out frozen water pipes.

* * *

Advice to be valuable should be well masticated and digested, but seldom swallowed whole.

* * *

An optimist is a man who can go home at night and make lemonade out of the rinds of the lemons that have been handed him during the day.

* * *

Perhaps the world owes all of us a living, but you'll notice that the fellow with his own delivery system is the only one sure of his full share.

* * *

AN UNWORKABLE BILL.

(Continued from page 50.)

forcing these and other provisions to the Interstate Commerce Commission where they are applicable to common carriers, to the Federal Reserve Board where they are applicable to banking institutions, and to the Federal Trade Commission where they are applicable

to any "other character of commerce." Proceedings are prescribed where any one of these bodies has "reason to believe that any person is violating or has violated any of the provisions" of the sections referred to.

There would be a chance for no end of charges or suspicions or "reason to believe" that some of these provisions are violated and vexatious proceedings might be taken that resulted in nothing. It would be impossible to cover the whole field or determine all the circumstances so as to do anything like justice in such matters. There are other features of the measure which might, if judiciously applied, have a wholesome effect, but for the most part they are unnecessary and are weighted down with a mass of the meddlesome and impracticable kind. We do not see how the whole scheme is to escape becoming a dead letter until the time comes for either casting it aside or making it over.—From the New York Journal of Commerce.



SOME DELIVERY HORSE

Reg. F. Scott, proprietor of the Blue Hardware, Guelph, Ont., take a great interest in horses. In the summer he goes out driving in a Blue Buggy, in the winter he uses a Blue Cutter. His delivery wagon is painted blue. His store has been described in Hardware and Metal, and readers will no-doubt remember how blue predominates in the store interior decoration. His latest venture is horse racing. A Guelph newspaper says:

"It is not often that a delivery horse gets a day off and it is still more seldom that we find one capable of making such good use of his time as did 'Blu-Scott,' Reg. F. Scott's gelding, both at Fergus and Elmira. On a wretched track at Elmira meeting all comers in the free-for-all, the gelding was a bang-up second. Pulled out again at Fergus with eleven starters, in the first heat he not only reproduced his form but improved on it and trotting in great form secured first money. With ordinary luck 'Blu-Scott' should do his owner credit."



Current News



New Firms.

Keytown, Sask.—D. McCarrell has opened a hardware store.

Pangman, Sask.—Bean & Diemert have opened a hardware store.

Contribute to Fund.

St. John, N.B., Oct. 10, 1914.—The members of the St. John Hardware & Iron Dealers' Association at a meeting this week voted \$50 to the Canadian Patriotic Fund, and \$50 to the Belgian Relief Fund.

Moved to Toronto.

London, Ont.—Donald McLean, manager of the London branch of the E. B. Eddy Co. for the past fourteen years, has been appointed manager of the Toronto branch, his son, Allen M. McLean of the local office succeeding him.

Ontario Incorporations.

The Royal City Match Co., Ltd., capitalized at \$100,000; head office, Guelph, Ont.; to manufacture matches.

Rubberset Company, Ltd., capitalized at \$40,000; to manufacture and deal in rubber goods, brushes, etc., with head office at Toronto.

Obituary.

Toronto, Ont.—The death occurred on Oct. 13 of James S. Martin, president of the Martin Pump & Machine Co.

George Vancor, formerly a manufacturer of pumps at Knowlton, Que., died at Champlain, N.Y., last week, and was buried at Knowlton.

Thetford Mines, Que.—The death occurred here suddenly of R. H. Martin, New York. Mr. Martin was one of the pioneers in the manufacturing and handling of asbestos, having at one time been president of the H. W. Johns-Manville Co., and was at the time of his death president of the Martin-Bennett Asbestos Co.

Business Changes.

Vancouver, B.C.—E. O. Grant has succeeded to the hardware and grocery business formerly conducted by Ira Doane.

Blythe, Ont.—Moore & Son, hardware and plumbing, have sold out.

Woodstock, N.B.—H. E. Burt, hardware, has been succeeded by Burt Hdwe. Co., Ltd.

Killarney, Man.—John Lawrence & Son has been succeeded by B. T. Lawrence.

Strassburg, Sask.—H. B. Devine has disposed of his hardware business to R. J. Marshall, of Winnipeg, who took possession on October 15.

Death of W. W. Robinson.

The death occurred suddenly at Toronto after an operation, of W. W. Robinson of Hamilton. W. W. Robinson had occupied a distinctly personal position in the commercial life of Hamilton for nearly fifty years. His earliest business connection in Hamilton was with the business of Dennis Moore, subsequently merged into the D. Moore Company, Limited, of which, at the time of his death, Mr. Robinson was vice-president and general manager. By his knowledge of affairs and his courteous treatment of everyone who came in contact with him in the business walks of life he won the respect and affection of business men far beyond the principal lines of which he had charge.

Trade With England.

George McAvity, of the hardware firm of T. McAvity & Sons, returned last week from Montreal, where he had a conference on Canadian trade with Mr. McNaughton of the Dominion Iron and Steel Co., Sydney, C. B. W. W. Near, president of the Page-Hersey Tube Iron and Lead Co., of Guelph and Welland, and P. G. Donald, who represents two important English trade houses. As a result several hundred tons of merchandise will be shipped to the Old Country as an experiment, Mr. McAvity said, but he added "it will take time to develop improved trade relations properly." He is of the opinion that many lines of goods hitherto supplied by Germany to England will in future be sent from Canada, and many lines of hardware previously manufactured in England will experience a demand for Canadian houses to supply. Inquiries are now being received here from English firms as to whether such articles as barbed wire, set screws, screw eyehooks, small tools, and other articles, can be supplied from Canada, and local merchants look for quite a development of Canadian trade in this and other connections.

Death of H. A. Drury.

A prominent Canadian connected with the metal business passed away suddenly at Atlanta, Ga., on Friday, Oct. 9, in the person of H. A. Drury, head of H. A. Drury Co., Ltd., 309 Craig St., West, Montreal. He had gone south to New Orleans and other points in the Southern States on business, and while in Atlanta was seized with paralysis, and died. The body was removed to Montreal, where interment took place last Monday. He is survived by one son, A. K. Drury, who has been associated in business with his father for some years. The business will be carried on as before. A meeting of the company was held on Thursday to arrange details.

Maritime Manufacturers' Association.

The heads of business and industry in the Maritime Provinces do not believe in lying low in times of general unsteadiness in the business world, but are getting out and hustling after what seems an excellent opportunity to secure trade held formerly by belligerents. They held a meeting this week at Amherst, N.S., half a hundred of them, and formed Maritime Provincial Manufacturers' Association, independent of the Dominion body. They purpose to send out immediately general commercial travellers whose scope will be more general and commissioners and consuls. Their object will be to "dig up" new business. Some of the firms plan to send out their own private specialists as well, independent of the action of the allied industrial heads. Officers of the newly formed body are: G. T. Thomas, Amherst, president; S. E. Elkin, St. John, vice-president; C. C. Starr, Halifax, second vice-president, and A. G. Robb, Amherst, secretary. They will begin their activities immediately.



If it is a man's aim to manage his store without any advice, assistance or information from outside sources, he may succeed in getting a living, but he will never achieve success.

If you have need for a private office, have one, but don't forget that customers like to see the boss around, and they won't hunt him up if he is back somewhere out of sight.

ANNUAL BANQUET OF CANADIAN WHOLESALESA.

(Continued from page 40.)

tunities for Canada during the present crisis. He spoke of the days when he was more closely connected with the hardware business, making reference to the many friends he had, both French and English, in the hardware trade.

Chas. E. Britton, of Gananoque, spoke dealing mainly with the war situation. He traced the course of British history from as far back as Nelson's time, showing a course of victories which he predicted would be repeated during the present campaign.

Geo. C. Crowdy also responded to the toast of "Our Guests," mentioning that he was particularly interested in the present European war, owing to the fact that his only son and four nephews had gone with the Canadian contingent.

A Word for Belgium.

Robert Starke arose at this point and asked the president if he could have the floor for a few moments. He stated that it had given him much pleasure to participate in the toast of "The King" and "La Belle France," but he thought the evening would be incomplete without a word for Belgium. Up to the present time Belgium had been the greatest sufferer in the present war, and that she had given incalculable aid to the allies in holding Germany back while Britain, France and Russia were mobilizing and preparing for their onslaught. The toast of Belgium was then drunk with much enthusiasm.

The toast of "Our Association" was proposed by Robt. Hobson, of the Steel Co. of Canada, and responded to briefly by T. B. Williamson and Geo. Caverhill. Mr. Caverhill created some merriment by saying that in speaking he felt somewhat at a loss when following such veterans as Robt. Hobson and C. C. Ballantyne.

D. Deschamps, president of the Retail Hardware Association of Montreal, spoke in English and French in response to the toast of "Sister Associations." Adam Taylor, president of the Hardware Manufacturers' Exhibitors, Limited, also responded to this toast.

The toast to Jas. Hardy, proposed by Mr. Prudhomme, met with a hearty response, and it could be seen that that gentleman's popularity is as great as ever. The toast of "The Ladies" was responded to by Mr. B. Peck. The business of the evening then being over, Mr. Prudhomme declared the festivities over with the singing of "God Save the King."

The report of the election of officers appeared in last week's issue of *Hardware and Metal*.

SIDELIGHTS.

What about that party at the "Club?" It is said they had a "Regal" (spell it backwards) time.

* * *

If any of those present at the dinner cannot sing "Tipperary" now, it's a sign that a course in memory training is on order.

* * *

Yes, father!

* * *

Who was it said that Mumm had been shot for a spy, and as there would be no more champagne, he for one was going to make the most of his opportunities?

* * *

We didn't know Herb. Seybold was a singer, but he made a hit leading "Rule Britannia."

* * *

Mederic Martin's double was at the banquet. Did you see him?



SCREW HOLES.

Stine Screw Holes Co., Decatur, Ill., are offering the Canadian trade a new product in their Stine screw holes, for which the makers claim there is a great need. It is said that these ready-made screw holes can be used in wood, glass, marble, all kinds of metals, cement, in fact anything that will contain a hole will contain screw holes. The screw holes are a simple and practical metal body that will hold screws and release them whenever desired.

In the putting on of storm or screen doors, etc., it is no longer necessary to move hinges and make new holes in order to make the screws hold.



SUPPLIES OF IRON AND STEEL.

The Weekly Report of the Department of Trade and Commerce, under date of Oct. 12, says:

It is generally conceded that if the present upheaval continues for any length of time the hardware trade will be very materially affected. Present supplies of iron and steel will last for only a few months, although small lots will be available by shipments coming forward which are now under way, they are insufficient to keep the great number of artisans depending on engineering contracts, implements manufacturers and other branches of the industry in employment. It is thought that local manufacturers will be unable to cope with the demand owing to their depending upon imported pig iron. It is understood, however, that iron merchants are

holding sufficient in stock for their own requirements for some months to come, and they may be in a position to assist those in less fortunate circumstances.



Catalogues and Booklets

Adamantine Threading Tools.

American Tap & Die Co., Greenfield, Mass., have issued an 87-page illustrated catalogue featuring their lines of Adamantine threading tools, including screw plates, dies and guides, stocks and tap wrenches, etc. Many new lines are featured, including special lines adapted to the automobile trade. Copies will be mailed on request.

* * *

Wire Goods and Specialties.

Hutchins-Kilbourne Co., Buffalo, N.Y., have an attractive 79-page catalogue featuring standard wire goods, metal specialties, garment hangers, house numbers and other goods. For the convenience of the buyer, the catalogue has been classified under three general heads—Part 1, wire goods as pertaining to kitchen utensils, bathroom fixtures, display easels, flue equipment, etc.; part 2, stamped metal items; part 3, garment hangers in wire, steel and wood. Copies of the catalogue will be mailed on request.

* * *

Crescent Tools.

Crescent Tool Co., Jamestown, N.Y., have issued new 32-page catalogue featuring their line of crescent tools. A circular letter accompanies each copy of the catalogue, which reads in part as follows:—

"Your particular attention is called to the following new tools which we have added to our lines:—

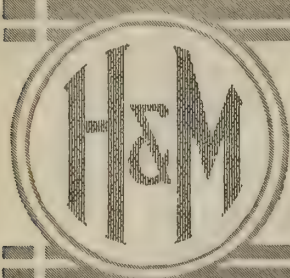
The 18 in. wrench, page 7.

The 5 in. and 6 in. motor kit plier, page 13.

The 5 in. Cee Tee Co. plier, page 14.

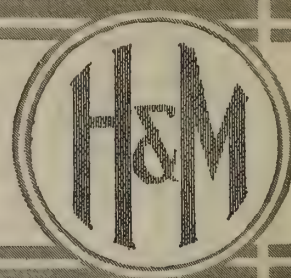
To avoid the confusion of separate circulars, showing electros, lantern slides, display boards, etc., we have catalogued them in the back of the book.

We will be pleased to mail you free a sample 4 in. wrench or any other plier you are not familiar with. Just tear off the coupon at the bottom of this letter, fill it in and mail it to-day."



New Hardware Goods

Offered Canadian Hardwaremen



ELECTRIC WELDED RAKES.

The Cronk and Carrier Mfg. Co., Elmira, N.Y., announce that they are making their garden rakes this season electric welded in place of riveted. They are making four rakes this way, in three different sizes, 12-tooth, 14-tooth, and 16-tooth. They are the Champion, Victor Bow and Victor. The shape of the teeth in the Champion being thin and broad, makes it go through the soil easily. The tangs are rivetted into the ash handles.

NEW LIGHT-WEIGHT SINGLE GUN.

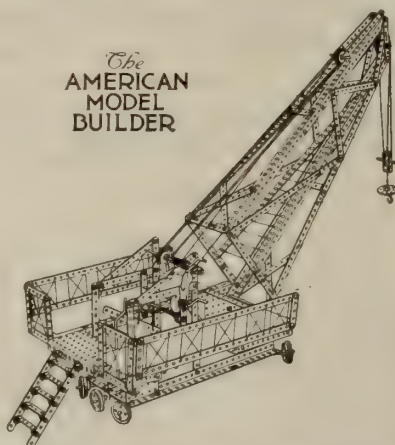
The J. Stevens Arms and Tool Company, Chicopee Falls, Mass., U.S.A., have just placed on the market a new model single gun to meet the demand for a

to dealers or to anyone who may be interested.

AMERICAN MODEL BUILDER.

The American Mechanical Toy Co., Dayton, Ohio, offers the Canadian trade

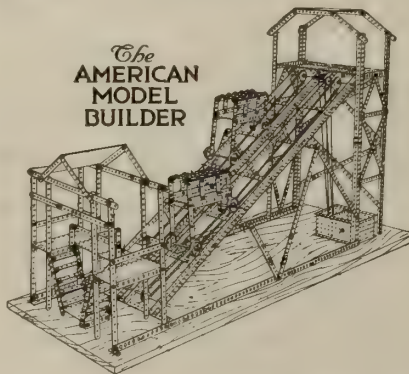
The
**AMERICAN
MODEL
BUILDER**



Rotating Derrick made from "American Model Builder Parts."

"The American Model Builder," a constructional toy which the makers claim leads the boy to emulate the men who into the models described. With them, also, any boy or girl can, with little difficulty, make original models of their own creation. The parts in all of the outfits are made of brass and steel heavily nickel-plated to prevent tarnishing. They are interchangeable and are practically indestructible. All such

The
**AMERICAN
MODEL
BUILDER**



Inclined Chain Railway made from "American Model Builder Parts."

"El Radio" Electric Air Heater, a new product which is being marketed by the Hotpoint Electric Heating Co., Ontario, Cal. A description of this article appeared in the New Goods Department of the October 10 issue of *Hardware and Metal*.

light-weight gun of that type in the small gauges. Prices are the same as on their standard grade single guns.

The new gun fitted with plain extractor will be designated No. 106, and No. 108 when equipped with automatic ejector. The weight is only 4½ pounds.

The gun is made in 44 and .410 gauge, with 26-inch barrel; and in 12 m/m, 14 m/m and 32 bore, with 30-inch barrel.

Descriptive circulars will be supplied

are doing the larger things in the world of mechanics.

The makers state that in designing

the parts of the constructional sets, special attention has been given to their accuracy so that they will properly fit parts as pulleys, flanged and grooved wheels, gears, pinions, bush wheels and eccentric drive wheels are made with a brass collar and set screw so as to provide a positive fastening when used in any of the working models.

The boy can build a working model of a travelling crane, warehouse elevator, Eiffel Tower, extension fire ladder, aeroplane, aerial swing, tower bridge, Ferris Wheel or countless others. Each model is illustrated and its construction described in the complete manual furnished with every set.

The American Model Builder is made in eight progressive outfits, each outfit complete in itself. Seven connecting outfits are also made, thus enabling the purchaser to convert any outfit into the



Stearns' Nut Cracker.

one of the next higher number as the child's knowledge increases, enabling him to build more complete models without unnecessary expenditure.

STEARNS' NUT CRACKER.

E. C. Stearns & Co., Syracuse, N.Y., are offering the trade a new nut cracker here illustrated. The makers claim that the Stearns Nut Cracker embodies features that are essential to a perfect cracker. The serrated jaw operated by an eccentric lever cracks the nut without crushing it. Only one movement is applied which makes an accurate and quick pressure, thereby producing perfect results. A conveniently placed hook on body of cracker permits hanging a pail to receive the nuts after being cracked. The cracker is said to have unlimited capacity, and can be operated by a child.



Weekly Market Reports

Statements From Buying Centres



THE MARKETS AT A GLANCE.

A fair volume of fall trade is passing. Orders from agricultural districts are numerous. City trade is picking up considerably, due largely to the approach of cool weather. There is a good demand for heating equipment and stove and furnace accessories.

A fair amount of fall painting is being done and there is a good demand for interior decorative materials. Linseed oil has declined. Tin has also declined at Toronto. Copper is weak and is said to be a good buy at present prices. Spring booking has commenced on some lines.

MONTREAL.

MONTREAL, Oct. 14. — The Thanksgiving holiday coming during the last week caused a little brightening up in some lines. This increased trade was more particularly noticeable in sporting goods, guns, ammunition, etc. The holiday also had a tendency to increase all sales in the retail trade. The colder weather of the last few days has also had a tendency to start the fall lines moving. The city trade seems to be picking up a little but throughout the large cities the depression is felt most keenly. The trade in rural districts is buying carefully but business is everywhere reported good; and in some localities is even better than last year. There have been no unusual developments in the general hardware lines during the week. The heating business is, however, picking up and repairs to heating systems are keeping departments very busy. The iron and steel, sheets, plates, and metals are all very dull, and there is practically not sufficient business being done to test prices. Taken all in all the Canadian hardware men are not feeling the dull times nearly as much as many other branches of trade.

The lumber camp supplies are moving and no doubt this business will pick up as the cold weather approaches.

Throughout the trade there is an undercurrent of optimism, and although the present low level of trade is no doubt bound to prevail for some considerable time, there is no doubt but that a wonderful increase will occur as soon as the European war draws to a close.

The Metals.

On account of the general falling off in all manufacturing business the metal

trade had suffered to a very great extent. Following this lull in manufacturing, the closing of the New York and London Exchanges have left the market in a more unsettled condition than ever. Very little business is being done but quotations show that prices are remaining firm. However, to secure an order of a large dimension there will no doubt be a reduction, as the present quotations have not yet been tested out with a real representative volume of business. Copper has weakened a little in quotations from the United States. The price of zinc is tending to rise all the time as Belgium has been for a long time one of the chief sources of supply.

General Lines.

There has been a weakening in the prices of copper sheets in the United States markets. This has had the effect of bringing down all copperware articles. There is now a straight discount of 45 per cent. off list being quoted as against a previous discount of 40 per cent. and 5 per cent. There are more or less extensive preparations being made in the agateware and tinware lines to place their products on the market in sufficient quantities and at a price sufficiently attractive to take care of the whole Canadian demand. Skates, lanterns, axes, horse-blankets, wire netting and lumber camp supplies are all moving nicely. The steam and water pipes and fittings are in large demand as the repair season is at hand.

Rope and Cordage.

The rope market has been very quiet of late and prices have been maintained pretty well. The business is very quiet, and as this is usually a dull season not

much change in the situation is looked for.

Stoves and Furnaces.

During the last few days the stove and furnace dealers report a decided increase in their trade. Those firms dealing in hot water heating systems seem to be enjoying a volume of business which compares very favorably with last year. Then, too, the extreme cold of last winter has not been forgotten and many people are having old and inefficient stoves and furnaces exchanged for more economical and satisfactory furnaces. This, together with new orders and repair work, makes truly busy days for the stove and furnace dealers.

TORONTO.

TORONTO, Oct. 15.—There is practically no change this week in the situation as regards the hardware trade, although there is a better feeling with regard to the future. A feeling of confidence is steadily growing, and there is a fair movement in general hardware in the city, while in the country districts conditions are more satisfactory and the volume of business is being maintained. The farmers are in a fortunate position, and are obtaining good prices for their produce; this enables them to buy what they require as when more normal conditions prevail. It is generally conceded that business is much better than it might be, considering the

MONTREAL QUOTATIONS.

Tin	34c—38c
Spelter	6c
Copper	14½c
Lead, Domestic	5c
Lead, Imported	\$5.10
Antimony	15c
Solder, ½ x ½	28c
Wiping Solder	22c—25c
Aluminum, Ingot	22c lb.
Aluminum, Pattern	23c lb.
Wire Nails	\$2.25 base
Cut Nails	\$2.50 base
Pure Manila Rope	16c base
British Manila Rope	12c base
African Hemp	12c base
Sisal	10c base

abnormal situation. The temporary dislocation has passed, and business is being carried on under more favorable conditions. Seasonable lines are moving more freely, and the approach of cold weather is tending to improve the demand for stoves and furnaces. A brisk business is being done in sporting goods, with the arrival of the football season and continuation of the hunting season.

Collections are only fair, but are improving. Building operations are, comparatively speaking, restricted. The situation, however, shows some improvement. There is a fair demand for high-class builders' hardware. The iron and steel business is dull, but prices are holding firm. The Dominion Steel Corporation's production of wire and wire rods for September showed a considerable increase over the corresponding month last year; in all other lines, however, there was a decrease in output.

The large orders for war supplies which have been placed with Canadian firms by the British War Office and the Militia Department will have a stimulating effect on trade generally, and offset to some extent the loss of business suffered by those concerns adversely affect-

ed by the war. All this new business means more money in circulation, which will benefit the retail trade and, in the same proportion, also the wholesale houses.

Metals.—The metal markets are dull, the situation being practically unchanged. The demand generally is light, consumers only buying to cover immediate requirements and then usually in small lots. Lead is weak, but a better feeling exists, and firmness is looked for. The export of this metal from Great Britain has been prohibited by the British Government. Copper is also weak, and has reached a low level. Metal merchants state that copper is a good buy at present levels. Tin is weaker, and has declined 1 cent per pound. Local quotations run from 33c to 35c per pound. Antimony and aluminum are unchanged. Quotations are shown in the accompanying panel.

Stoves.—The first indications of cool weather are having a noticeable effect on stoves and heaters, which are now moving more freely. Sales in the city are below last season, but the country trade is keeping up in a satisfactory manner. The tinware business is fair, and Canada plates are unchanged.

Lead Pipe.—There has been a slight reduction in price on lead pipe. The discounts now read: Lead pipe, 7½c and 5 per cent. off; lead waste pipe, 9c and 5 per cent. off.

Wire Nails and Screws.—The market in these products continues steady, with no change in prices. There is only a fair demand, but the outlook is improving. Wire nails are quoted at \$2.25 base and cut nails \$2.70 base.

Rope and Oakum.—The situation in the rope and twine market has undergone no change, and prices are the same as last week. The prices on oakum have been advanced ½c per lb., and quotations are now as follows:—Best, 9½c; U.S. Navy, 9c; and plumbers, 4c per lb.

LONDON.

LONDON, Oct. 14.—Trade here continues good and people are showing increased confidence by booking freely for winter and spring needs.

The discount on poultry netting for spring is 50 and 10 per cent. Black wire cloth is 155 in 100-ft. rolls and 160 in 50-ft. rolls, which is the same as last season.

There is a good demand at present for English carvers and Christmas cutlery. These goods are selling at a very small advance on old prices and are specified for in preference to other makes.

The price of Linseed Oil has been reduced since last week and buyers here are inclined to think it is at its lowest now.

TORONTO QUOTATIONS.

Tin	33c-36c. lb
Copper	13c-13¼c.
Lead	5c. lb.
Spelter	5¾c-6c. lb.
Antimony	15c. lb.
Aluminum Ingot	22c. lb.
Aluminum Pattern	23c. lb.
Solder, ½ and ½,	24c. lb.
Wiping solder	19c. lb.
Wire solder	31c. lb.
Tinker's bar solder	25c. lb.
Wire Nails	\$2.25 base
Cut Nails	\$2.70 base
Poultry Netting	50, 10%
Pure Manila Rope	16c. base
British Manila Rope	12c. base
African Hemp Manila ...	12. base
Sisal Rope	10c. base

Quotations now are:

	Raw.	Boiled.
1 to 2 bbls.	57c	60c
3 to 5 bbls.	56c	59c
6 to 9 bbls.	55c	58c
5 gal. lots	64c	67c

Turpentine is quoted as follows:

1 bbl. lots	67c per Imp. gal.
2 to 4 bbl. lots	66c per Imp. gal.
5 gal lots	74c per Imp. gal.

Building Materials.

There is a very good demand for roofing, tar-paper, glass and other fall lines. Glass is quoted single diamond, net list; double diamond, 5 per cent. discount; wire nails at \$2.25 base, cut nails at \$2.70 base.

Fall Goods.

Ash sifters, furnace scoops, stove boards, carpet sweepers are selling in large numbers. Furnace scoops are quoted at \$3.25 dozen for long or D handle. Snow shovels are also moving. The price for Arctic japanned shovels is \$1.85. Common wood ash sifters are quoted at \$1.50 doz.

A special Christmas offer on carpet sweepers is now out. A free sweeper is given with each dozen sweepers purchased.

WINNIPEG.

THE week has been a quiet one both for volume of trade and for movement in prices. There is, however, a hopeful tone to business conditions, general indications being that retailers generally have realized the need of getting hard after collections, and have succeeded in securing a good amount of the money due them. One wholesale man who has recently made a trip throughout the West states that the dealers generally are counting upon cleaning up a large percentage of their accounts. There will be districts where,

OCCUPYING A TRADE VACUUM.

The withdrawal from the Canadian market of much merchandise that prior to the war came from Continental Europe left, as it were, a trade vacuum, and a vacuum is abhorrent alike to Nature and to business.

The ceaseless effort on the part of business to expand itself has already led many a Canadian manufacturer to attempt to fill the void caused by the stoppage of imports from the countries at war.

The spinners and weavers of cotton are finding new and surprising uses for cotton as a substitute for jute. Manufacturers of electrical equipment are fast finding substitutes for materials and parts hitherto obtained from abroad. The growing of sugar beets and the making of beet sugar will be stimulated in Canada as a consequence of war. Yarns, hosiery, underwear, gloves, and garments for women and children, aforesaid imported, will now be produced in Canada. And so one could go on and on in illustrating the triumph of human energy and genius over disabilities and disorders.

Watch the advertising columns of the press for proofs that Canadian manufacturers are making efforts to fill the trade vacuum.

owing to poor crops, this will be nearly impossible, but on the whole it seems that dealers are going to start the new year with accounts in much better shape than for some years.

At the present time farmers seem impressed with the general feeling that they must buy nothing they can possibly do without. As the grain money comes in more plentifully, however, and as the desirability of getting every possible acre under cultivation become more apparent, there will doubtless be something of a change here. Farmers are evidently making their plans toward getting an unusually heavy acreage next year. In spite of the fact that many workmen are out of jobs, however, they are having difficulty in getting assistance.

Solder Down 5 Cents.

During the week there has been a change in the price of solder, which has been reduced 5c in cost, now being quoted at 25c in case lots and 26c for smaller lots. The reduction here has been expected for some time, owing to the state of the tin market. Tin still continues weak, and a further reduction of solder is possible, though it will hardly come for some time.

The War and Barb Wire.

While no prices are quoted for barbed wire—that is, for spring delivery—and while none will likely be quoted until the beginning of the year, it seems that dealers may count upon these prices being considerably higher than those now quoted. United States manufacturers are said to be receiving huge orders for barbed wire from the warring powers. Russia is said to have ordered upward of 5,000 tons, and France more than 500,000 spools. When it is borne in mind that barbed wire is extensively used in defensive work, it will be seen that the various countries will need large supplies of this, and while barbed wire is of course a contraband of war and liable to seizure, the likelihood of such seizure is small, and the United States manufacturers will almost certainly fill these foreign orders. This means that they will have less wire for home consumption, and this, coupled with the higher cost of spelter, is practically sure to bring higher prices.

Plenty of Curling Stones.

There has been some anxiety about curling stones, but inquiries show that as far as this year is concerned, at least, there is no cause to worry. A good supply of Scotch stones are already on hand, and it will be possible for dealers to get these at the usual prices.

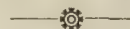
Stove Business to Be Had.

A hopeful note is struck by the sales manager of one concern, who

states there has been a considerable improvement in the business received from their regular customers. Evidently these customers have had low stock, and are now feeling the necessity of buying quite largely. This sales manager states his conviction that from now on it would be possible for stove travellers to get good business throughout the West. That his firm is not going after the business in this aggressive style is, he says, merely because the attitude of the banks has rendered it difficult for them to finance.

The demand for rifles, shot guns and ammunition continues large. In some districts a falling off in the business

done last year is noted, but a great deal of shooting is going on, and ammunition and guns are in good demand.



Let the window be well ventilated at the top and bottom, and use a little glycerine in the water when washing it.

Do take care to ticket as many articles as possible. Rest assured that money expended upon eye-catching tickets and window bills is a good investment. One week with articles well ticketed is worth a month's show of the same goods without tickets.

Getting After Your Dues

THE RETAIL merchants should be able to take a page from the general business policy which has been adopted by many large financial, industrial and mercantile institutions of this country and the world in general. The lesson is the curtailment of credits.

We are not here going to theorize on the economic principle which is behind this further tightening of financial conditions with the outbreak of the war. Each source where responsibility might be placed leads to a source further up. The main fact is that money in some sections is tight. The result is that throughout the business institutions and systems of the country there has been a sort of rule of gold established—do unto others as they do unto you.

This rule works out right down from the big financial institutions to the small retailer. The banks have curtailed advances to manufacturers; the manufacturers in turn the wholesalers and the wholesalers the retailers. The only practical course open to the retailer is to endeavor to cut down his credits to the consumer—just at present this appears to be a course more likely to bring about anything like practical results than railing against the attitude of the banks, the manufacturers or the wholesalers.

For the moment with the returns coming in from the harvest—and very good returns there are—the duty of the retailer appears to be to get after what is due him. But further than this is a lesson for the future. Canada is fundamentally an agricultural country and should be one of the last in the world to be seriously affected by the war conditions, on account of the demand for food stuffs. Canada is now also a country where mixed farming is extensively practised and this applies also to Western Canada. There appears to be little reason for extending long credits and now is the time where there is an opportunity to adopt a different policy.

At present money is coming to the pockets of the farmers. The merchant finds that his credits are being curtailed. Why should the retailers not get together and take a stand together against this long term credit principle?

The credit which the retailer extends really amounts to this, that he is presenting to the customer the interest on the amount due for the time of the term of credit—and interest to-day means something. He may delude himself into the opinion that when he buys on long credit he is in a position to give time but he should remember that the average wholesale house does not conduct its business in this way. When he gets long credit from the wholesaler it is a pretty safe guess that he is paying for it—that is business. If the terms of the wholesale house give a certain percentage off for cash these terms should be considered. What often appears as a trifling percentage for a short period is really a substantial rate on the yearly basis and is too important to be ignored when this same credit is being extended to the consumer without return.

For example. A retailer gets a consignment of goods at 2%, 30 days. Because of extending credit to his customers he is not in a position to pay cash. He loses 2% for the use of that money for his customers for 30 days. Usually, however, there is a 1% discount for 60 days which would cut the amount in half. But even then the position is that the retailer is paying to the wholesaler 12% for the use of money which he is in reality loaning to his customers for nothing.

The time and the general financial policy throughout the country and the world seems to present the opportunity for retailers to get together and endeavor so far as possible to cut their long term credits.

MARTIN-SENOUR PAINTS AND VARNISHES

MADE IN CANADA

MERIT BRINGS DISTINCTION

On the Firing Line of public opinion Martin-Senour Paints and Varnishes have won marked distinction, and for conspicuous service rendered thousands of Canadian paint users, these products have been promoted to highest rank in the esteem of the purchasing public.

The unsurpassed quality of each and every Martin-Senour product has merited this distinction.

In the fight for big business the dealer who wants to be on the winning side should line up behind the name Martin-Senour and the hand behind the brush trade-mark.

It's a safe and sure lead to ultimate success.



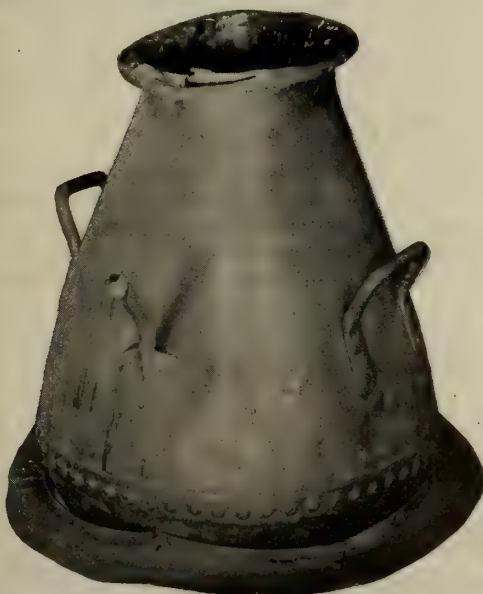
The **MARTIN-SENOUR** *Co.*
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
CHICAGO MONTREAL WINNIPEG
HALIFAX LINCOLN TORONTO



Your Customer's Confidence is Your Greatest Business Asset

Joseph and Thomas Berry realized this when over 56 years ago they made their first run of varnish in this old kettle.

And with this idea in view they took such great care in the manufacturing of their varnishes that



Berry Brothers' Varnishes

have always given satisfactory results—they have always gained the confidence of the user.

To-day master painters the world over have the utmost confidence in all products of the House of Berry Brothers. They know that Berry Brothers' Varnishes if properly applied **never** fail to give the best possible results.

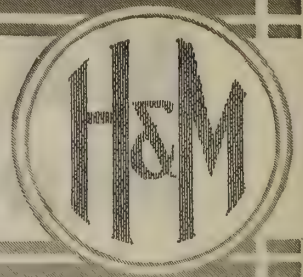
Take advantage of the confidence that painters, decorators and customers have in Berry Brothers' products. Write now for our co-operative dealer proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

WALKERVILLE, ONT.



Weekly Paint Markets



MONTREAL.

MONTREAL, Oct. 14.—The feature of the paint market during the past week has been the decline in the price of linseed oil. Very few changes have taken place in other lines and business with the retail trade continues fair. The paint trade, though, has been enjoying a very substantial increase the last week. It is, in fact, somewhat ahead of last year.

Linseed Oil.

The small crop of flax seed in the West has all remained in America as there has been no export trade at all. Thus as the whole crop has remained here it is more than sufficient for the demand. Thus the price of oil has steadily declined. Should Europe, however, require any great amount of oil there would be a decided jump upward in the quotations here. To-day in barrel lots raw oil is quoted at 52c a gallon, and boiled oil at 55c a gallon. These low prices will probably prevail until the European demand increases.

Turpentine.

The turpentine situation has not changed much in the last week. Prices remain very steady, not having changed much. The supply appears to be quite sufficient to supply all demands. The expected further advance has not taken effect as yet. The prevailing local quotations are:

Per Imp. gallon.

1½ bbl. lots	.....68c
1 bbl. lots	.....65c
2 to 4 bbl. lots	.....64c
5 to 10 bbl. lots	.....62c

Gasoline.

The prices of gasoline are being maintained and these prices look as if they would prevail for some time. To-day's quotations are:

In drums, per gal. 15½c, ex. warehouse Montreal.

From tank wagon less than 100 gal. lots, city delivery, per gal. 15c.

In 100 gallon lots and over, per gallon, 14½c.

Benzine.

Benzine prices are the same. The demand is slight and the supply is quite

sufficient. There does not appear to be any change in price anticipated.

TORONTO.

TORONTO, Oct. 15.—The situation as regards the paint markets shows little change from last week.

The city trade is quiet but the volume of orders from the country is satisfactory and that end of the trade is keeping up well. There has been hardly any perceptible increase in the number of building operations, although several buildings are being proceeded with. There is a feeling of satisfaction that trade is as good as it is, considering the unusual conditions prevailing. The improvement noticeable during the past few weeks is being maintained.

Manufacturers are looking forward to an improvement in the general industrial situation. A number of factories in which paint is used in considerable quantities are operating at much reduced capacity, thereby causing a reduction in the amount of paint required. This, together with the slackness in the building trade, already referred to, has been largely responsible for the falling off in business.

Linseed Oil.

The price-cutting in linseed oil referred to last week has been continued, and oil has declined 3c. The market is dull, and comparatively little oil is changing hands. The flax market continues to recede. The following prices are in effect in Toronto:—

	Raw.	Boiled.
Single bbls.	54	57
3 to 5 bbls.	53	56
6 to 9 bbls.	52	55

Turpentine.

Turpentine is firm and there is no change in the situation. Little turpentine is offering at Savannah and prices are unchanged. Trade is dull in both turpentine and rosin. The following prices are current locally for turpentine. Single barrels 67c, 2 to 4 barrels 66c, per Imperial gallon.

Glass and Putty.

There is no change in the glass situation and prices have not changed from those quoted last week. The outlook is

uncertain and as stocks of Belgium glass become lower, supplies will come entirely from the United States, which will no doubt mean a further advance in price.

Putty is a little more active. The following prices for putty are standard in less than ton lots:

Per 100 lbs.

Bulk bbls., 800 lbs.	.....\$2.25
Bulk drums, 100 lbs.	..... 2.75
Bulk drums, 50 lbs.	..... 2.80
Bulk drums, 25 lbs.	..... 2.85
Bulk drums, 12½ lbs.	..... 3.10
Cased tins, 25 lbs.	..... 3.05
Cased tins, 12½ lbs.	..... 3.25
Bladders, bbl., 400 lbs.	..... 3.05
Bladders, cases, 100 lbs.	..... 3.15
Pure putty, 70c per cwt. advance.	

Whiting.

Shipments of whiting are coming along more freely and the prices have been reduced as follows: Plain in barrels, \$1; Gilders in barrels, \$1.20.



OPPORTUNITIES EXIST IN THE VARNISH DEPARTMENT.

(Continued from page 58.)

its former condition. He then displayed it in the window, and was surprised at the large number of inquiries he received. In the majority of cases the inquirers became purchasers. Many other lines of varnishes and varnish stains are also saleable fall lines.

Varnish should occupy a prominent position in the paint department, and salesmen should be thoroughly posted regarding the uses of the varnishes carried in stock. Work is often spoiled by customers purchasing varnish and applying it without a thorough knowledge of the proper manner in which to use the varnish. Salesmen should take pains to explain the proper methods to employ in applying varnish, and should also inform the customer regarding the proper conditions under which to apply it. A good varnish is often condemned by a dissatisfied customer, when, as a matter of fact, the fault does not lie in the varnish, but in the improper way it was applied.



VICTORY

A GREAT VICTORY for the cause of the aesthetic and the economic was won nearly two hundred years ago in England by the man who invented the Brandram formula of making Pure White Lead. By the invention of this formula, Brandram Bros. became the standard white lead makers of the British Empire. It was a notable victory and the whole world benefited by it. Had it not been won, there would, of course, have been no Brandram lead-corroding works in this country to-day, and there would have been no "Brandram-Henderson Ready Mixed Paints" produced in Canada by skilled Canadian workmen. It was indeed a great day for Canada and a great day for the Empire, the day of Brandram's victory.

BRANDRAM-HENDERSON LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

A

ALUMINUM.

Ingot, 99% pure, lb. 22c
Pattern, lb. 23c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 50; 22 short smokeless, 55 and 5; 22 long rifle, black and smokeless, 40 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Center Fire Pistol Cartridges, 20 and 2½; Center Fire Sporting and Military Cartridges, 10%; Primers, 10 and 2½; Brass Shot Shells, 45 and 12%; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days net.

Smokeless, Grand Prix, Eley, and Nitro Club Remington and "Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 per cent.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., \$15, 45 p.c.; cash discount, 2 p.c. 30 days; net extras, as follows: subject to cash discount only: Chilled, 40c; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

ANTIMONY.

Cookson's or Hal-
lett's 15 00 15 00

ANVILS.

Buckworth, per lb. 0 10½

AUGERS.

Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger, 70 p.c.
Rockford's auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AXES.

Daisy, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black Diamond, doz. 9 00
Samson single bit, doz. 9 00
Samson single bit, handled,
doz. 12 50
Samson double bit, doz. 12 50
Samson flooring axes No.
2, doz. 9 00
Single bit, doz. 6 75 9 50
Double bit 10 50 12 00
Hunters' Axes 5 00 6 00
"Boys'" Axes 5 75 6 50

Bench Axes, Samson-

No. 3, doz., net 9 00
No. 3, doz., net 9 30
No. 4, doz., net 10 25
No. 5, doz., net 11 50
No. 6, doz., net 12 00

B

BABBITT.

Thomas Robertson & Co., Ltd.
—No. 1, 27c; No. 2, 18c; No. 3,
14c.

Tallman Brass & Metal Co.—
Arctic Metal—XXX Genuine, Su-
perior, A Special, Hoo Hoo, "A,"
"B," "C," "D," No. 1, 2 and 3.

Alonzo W. Spooner, Ltd.—
Spooners' Copperine, Tough,
Hard, Finest, No. 1 and 2
Nicolaminam grades, No. 1, 2, 3,
Babbitt Metal grades, No. 1, 2,
3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genu-
ine, Genuine "A," Genuine "AA,"
Faultless "A," Reliance "AA,"
Frost King, C. B., No. 1, No. 2,
No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut
laces, 95c.

BENZINE. Montreal Toronto
Single bbls., gal. 0 20 0 18½
3 bbls. 0 18

BOLTS AND NUTS.

Carriage Bolts (\$1) list, ½ in.
dia. and smaller, 65 and 10 p.c.
Carriage Bolts (\$1) list, 7-16 in.,
52½ and 12½ p.c.
Machine Bolts, ½ in. dia. and
smaller, 70 and 5 p.c.
Machine Bolts, 7-16 in. dia. and
larger, 60 and 5 p.c.
Sleigh Shoe Bolts, ½ in. dia.
and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia.
and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 and 5
p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 and 5 p.c.
Plow Bolts, 55, 10 and 5 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts (\$3) list, 50 and 10
p.c.
Step Bolts, large head (\$3 list),
50 and 5 per cent.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4½c off list.
Nuts, Hexagon, 4½c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80 and 7½ p.c.
Tire Bolts, 75 p.c.

BRASS. Per lb.
Springs, sheets, up to 20
gauge 0 26
Rods, base ½ to 1 in. round 0 22
Tubing, seamless base 0 25
Tubing, iron pipe size, 1 in.
base 0 25
Copper tubing, 4c extra.

BUTTS.

Plated, bower barff and nickel,
No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised
list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and
loose pin, 70 and 5 per cent.
Crescent brands, 70 p.c.

BARS (Clothes).

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range).

30-gallon, Standard, \$5; extra
heavy, \$6.50.

BOARDS, BAKE.

Per doz
No. 0, ¾ inch rim, 16x22... 4 25
No. 1, ¾ inch rim, 18x24... 4 75
No. 2, ¾ inch rim, 18x28... 5 25
No. 3, ¾ inch rim, 20x30... 5 90
No. 0, ¾ inch rim, 16x22... 4 60
No. 1, ¾ inch rim, 18x24... 5 30
No. 2, ¾ inch rim, 18x28... 5 60
No. 3, ¾ inch rim, 20x30... 6 30

BOARDS (Ironing).

Size 12x60 ins., doz. 7 20
Size 14x60 ins., doz. 8 40
Folding, 14x60 ins., doz. .. 16 50

BOARDS (Sleeve).

Basswood, stationary, doz. 1 50
Folding, per doz. 3 50
Folding, without sleeve .. 19 00

BOARDS (Wash).

Per doz.

Glass, doz. \$ 3 50
Enameled, doz., net 3 50
Pony 1 20
Crown 2 05
Dandy 2 25
Improved Globe 2 35
Standard Globe 2 45
Neptune 2 45
Original Globe 2 75
Newmarket King 2 75
Jubilee 2 75
Victor (Glass) 3 50
Diamond King (Glass).... 3 75
Western King (Enamel)... 3 50
Beaver (Brass) 3 50

BRUSHES.

Weighted, 15 lb., per doz. 14 70
Weighted, 20 lb., per doz. 19 90

C

CANS.

Milk cans and pails, 25 and 5%.
Creamery cans, 25 and 5%.
Railway cans, 40 and 2½%.

Hand delivery and creamery
cans, 35 p.c.

Cream cans, 35 p.c., with dome
top, 15c extra. Retinned, 72½
and 5. Plain, 72½ and 15.
Milk can trimmings, 12½ per
cent.

Common, cork-lined, 35 per cent.
Cans, Jacketed.

1 gal. jacketed, per doz. 2 70
2 gal. jacketed, per doz. 3 60
3 gal. jacketed, per doz. 4 20
5 gal. jacketed, per doz. 4 80
10 gal. jacketed, per doz. 8 40

CEMENT AND FIREBRICK.

Less than carload lots ... 1 85
Portland, per bbl., carload
lots, f.o.b. Toronto 1 55
White Bros. English. 2 00 2 05
"Lafarge" cement, in wood 3 40
Fire brick, Scotch,
per 1,000 23 00 28 00
Fire Brick, English... 17 00 21 00
Fire brick, Am., low... 23 00 25 00
Fire brick, Am., high... 27 50 31 00
Fire clay (Scotch),
net ton 6 50
Fire clay, Am, net ton 5 00 10 00

CEMENT (FURNACE).

1½ lb. tins, per doz. 1 00
6 lb. tins, per doz., lb. 0 03
25 lb. tins, per doz., lb. 0 04

CEMENT, ROOFING. Per gal.

Roofing cement (in bbls)... 0 17
Cement (in 5 and 10 gals.) 0 19
Cement (in 2 gals.) 0 25
Cement (in 1 gal.) 0 30

CHALK.

Carpenters, colored,
per gross 0 65 0 80
Carpenters lead pen-
cils, per gross.... 2 40 6 75
Crayons, per gross.. 0 20

CHISELS.

Cold chisels, 5x6 in., doz. ... 2 20
Bevel edge, 1 inch, doz. 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, \$6;
5-16, \$5.20; ¾, \$4.45; 7-16, \$4.20;
½, \$3.90; 9-16, \$3.90; ¾, \$3.80; ¾,
\$3.65; ¾, \$3.45; 1, \$3.40.

Electric Weld Coll Chain—BB,
3-16 in., \$9.25 per 100 lbs.; ¼ in.,
\$6.50 per 100 lbs.; 5-16 in., \$4.80
per 100 lbs.; ¾ in., \$4.25 per 100
lbs.; 7-16 in., \$4 per 100 lbs.; ¾
in., \$4 per 100 lbs.

Electric Weld Loading Chain,
¼ in., \$11.50 per 100 lbs.

CHURNS.

No. 0, \$9; No. 1, \$9; No. 2, \$10;
No. 3, \$11; No. 4, \$13; No. 5, \$16;
f.o.b. Toronto, Hamilton, London
and St. Mary's, 40 and 10 per
cent.; f.o.b. Ottawa, Kingston
and Montreal, 37½ and 10 p.c.

CLEANERS (VACUUM).

Eureka Electric, each \$35 00
Cadillac Vac. Sweeper 5 50
Cadillac Combin'n Cleaner. 6 50
Cadillac Electric, Model C. 18 00
Cadillac Electric, Model D. 20 00

COMPOUND.

Soclean Sweeping. Per case.
4½ lb. size, 2 doz. in case.. 4 50
8 lb. size, 2 doz. in case.... 7 20
17 lb. size, 1 doz. in case... 6 75

COPPER.

Montreal Toronto

Casting ingot \$14 50 \$13 25
Bars, ½ to 2 in. 23 00 27 50
Plain sheets, 14 oz.,
14x28 in., 14x60 in. 22 00 29 50
Copper sheet, tinned,
14x60, 14 oz. 23 75 30 50
Copper sheet, plan-
ished, 14x60, base. 30 00 37 50
Braziers', in sheets,
6 x 4 base 24 00 29 50

CORD (SASH).

No. 5, Special 0 50
No. 6, lb. 0 29½
No. 7, lb. 0 28½
No. 8, No. 9, No. 10, No. 12 0 28

CRATES.

Humpty-Dumpty, egg, doz. 3 75
Ideal egg boxes, with filler,
12 doz. size, per doz. 3 50

CANADA PLATES.

Ordinary, 52 sheets.. 2 75 3 06
All bright, 52 sheets. 3 85 4 00

Galvanized.

Apollo D. Crown Gorbals

18x24x52 .. 4 45 4 45 4 60
60 .. 4 70 4 70 4 85
20x28x30 .. 8 90 8 90 9 20
20x28x80 .. 9 40 9 40 9 70
M.L.S. and Famous— Per box
I C, 14x20 base... \$7 00
I X, 14x20 base... 6 00
I X X, 14x20 base 7 00
I X X X, 14x20 base.... 9 50

CHARCOAL TIN PLATES.

Raven and Murex Grades—
I C, 14x20 base.... 5 00
I X, 14x20 base.... 6 00
I X X, 14x20 base 7 00
I X X X, 14x20 b. 9 50
"Allaway's Best" Standard
Quality.
I C, 14x20 base.... 4 65
I X, 14x20 base.... 5 65
I X X, 14x20 base 6 65

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112
sheets 7 40
I X, Terne Tin.... 9 40

COKE BRIGHT.

Bessemer Steel—
I C, 14x20 base... 4 60
20x28, double box 9 00

CLEVICES.

7½c per lb.

CLOCKS, ALARM.

Good Morning, ea. 0 80
Look Out 0 82
Big Ben 2 00
Baby Ben 2 00

CROWBARS.

4½c per lb.

D

DRILLS.

Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and
10 per cent.

Jamieson's

Pure Prepared Paints

are another of the good things that are being

Made in Canada

by Canadian workmen. When you buy Jamieson's paints you do not have to quiet a patriotic conscience.

R. C. Jamieson & Co.
LIMITED

Established 1858
Montreal - Vancouver
Owning and operating P. D. Dods & Co., Ltd.

*Are you open for
a good agency
proposition?*

12



HARRIS HEAVY PRESSURE

"THE BABBITT METAL WITHOUT A FAULT"

O' your deserts speak loud: and I should wrong it,
To lock it in the wards of covert bosom,
When it deserves with characters of brass
A fortified residence 'gainst the tooth of time.
—"MEASURE FOR MEASURE."

For more than a quarter of a century we have been manufacturing goods in Canada and striving to give such excellent quality that

Every Hardwareman in the Dominion

Would say:—

"O' YOUR DESERTS SPEAK LOUD"

We have everything in metals, including Babbitt, Solder, Lead Pipe, Block Tin Pipe, Block Lead, Pig Lead, and have all

PLUMBERS' SUPPLIES in ENAMELWARE and BRASS GOODS.

Our prices will interest you. Write for catalogue "A."

THE CANADA METAL COMPANY, LIMITED
TORONTO MONTREAL WINNIPEG

We want an agent in every city for
HARRIS HEAVY PRESSURE
"The Babbitt Metal without a fault"

HARDWARE AND METAL

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., \$14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

1 C, 14 x 20 base ... 7 00 7 00
1 X, 14 x 20 base ... 8 25 8 25
1 X X, 14 x 20 base ... 9 50 9 50

DUCK.

Yarmouth Double	Standard Single.
29 in.	
7 oz. ... 0 17½	6 oz. ... 0 12½
8 oz. ... 0 19½	7 oz. ... 0 14
10 oz. ... 0 24½	8 oz. ... 0 15½
12 oz. ... 0 29½	9 oz. ... 0 17½
	10 oz. ... 0 19½
	12 oz. ... 0 23½
	15 oz. ... 0 32

Emery wheels, 67½% discount.

F

FILES AND RASPS. Per cent.

Disston's	75
Great Western American	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle	75
McClellan Globe	75
Black Diamond	66 2-3
Delta Files	65
Nicholson	66½
Jowett's (English list)	27½
Spear & Jackson (Eng. list)	35
Globe	75
Hellers	70

FITTINGS (IRON PIPE).

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 per cent.

FIXTURES, STALL.

	Doz.
Hollow	0 81
Solid	1 35

G

GALVANIZED WARE.

Dufferin pattern pails, 50 p.c.
English pattern, 50 per cent.
Galvanized washtubs, 50 p.c.

GASOLINE Montreal Toronto

Single bbls., per bbl. 18½ 18½
Three bbls. and over ... 0 18

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 25
Smaller sizes extra.

H

HALTERS (SNAP AND RING).

Jute Rope, ¾-in., per gross 8 60
Jute Rope, ½-in., per gross 10 50
Jute Rope, 5/8-in., per gross 13 50
Leather, 1-in., per doz. 4 00
Leather, 1½-in., per doz. 5 20
Web ... 2 45

HALTERS SISAL).

¾-in., \$9.00; 7-16 in., \$10.20; ½-in., \$11.40; 9-16 in., \$13.20; 5/8-in., \$15.00.

HAMMERS, SLEDGE.

Can., 5 lbs. and over ... 0 06
Masous, 5lbs. and over ... 0 06
Napping, up to 2 lbs. ... 0 09

HANDLES (WOOD).

Axe, No. 3 culls, doz. ... 0 60
Axe, No. 1 hickory, doz. ... 2 04
Axe, 2nd growth, doz. ... 3 00
Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Team whiffletrees and neck-yokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.
All other ash goods, 40 p.c.
Railroad and navy pick, 25% per cent.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
Hickory cant hook handles, 30 per cent.
Doubletrees, 35 per cent.
Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox, No. 021
B.D. Trolley, doz. pr. ... \$7 50
R.W. No 117 P.D. Hanger, full set ... 2 75
R.W. No. 321, per doz. pr. 14 40
Stearns wood track. Special.
Zenith ... 9 00
Atlas, steel covered. \$5 25 6 60
Perfect, No. 1 ... 8 50
Perfect, No. 1½ ... 9 50
Perfect, No. 2 ... 10 00
New Milo, flexible ... 6 00
Double strap hangers, doz. sets ... 6 50
Standard, jointed hangers, doz sets ... 6 45
Steel King hangers, doz. sets ... 6 40
Storm King and safety hangers ... 5 75
Storm King rail ... 4 25
Crown ... 4 85
Crescent ... 7 25
Sovereign ... 6 50
Chicago Friction. Oscillating and Big Twin Hangers, 5 p.c.
Steel track, 1 x 3-16 in. (100 ft.) ... \$3 25
Steel track, 1¼ in. ... 4 75

HATCHETS. Samson Samson

Per doz.	Shingle	Claw
No. 1	13 13	15 10
No. 2	14 20	15 70

HIDES.

Trimmed hides, green 0 12 0 13
Trimmed, green and partly cured ... 0 12 0 13½
Usual 2 lbs. tare.
Horsehide, with mane and tail, up to ... 3 75
Sheep skins, up to ... 1 50
Horsehair, 35 to 35c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 14	0 96
5 in., doz. prs.	1 38	1 11
6 in., doz. prs.	1 50	1 14
8 in., doz. prs.	2 04	1 53
10 in., doz. prs.	3 60	2 52
12 in., doz. prs.	4 47	4 14
14 in., doz. prs.	5 10	4 44

Light T and strap. discount 65 and 15 off list.

Screw hook and strap hinge—
Under 12 in., per 100 lbs. ... 5 00
Over 12 in., per 100 lbs. ... 4 25
Extra hooks for above, ¾ in., per lb. ... 5½
Extra hooks for above, ¾ in., per lb. ... 5½
Crate hinges and back flaps. 65 and 5 per cent.
Chest hinges and hinge hasps. 65 per cent.

HINGES (SPRING).

Spring per gross — No. 5, 740; No. 10, \$19.50; No. 20, \$8.50; No. 50, \$24; No. 51, \$9.60; No. 120, \$17.40; offset No. 192, \$16.80.

Chicago hold back screen door iron, gross, \$12.

Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 per cent.

Garden City fire house hinges, 12½ per cent.

"Chief" floor hinge, 50 p.c.

HOES. Grub, 3½-lb., \$4 doz.

	English	Canadian	Fox
No. 2, per doz.	1 60	2 50	
No. 3, per doz.	1 70	2 90	
No. 4, per doz.	1 80	3 25	

HOOKS, CORN.

Eureka, doz. ... 1 80
Cyclone, doz. ... 2 40
Hoes, corn, doz. ... 4 50

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow pattern, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, \$4.35; No. 1 and smaller, \$4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, \$5.75; special countersunk steel, all sizes, 0-4, \$6.25; toe weight steel shoes, all sizes, No. 1 to 4, \$6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25; "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition ... 70 10 p.c.
Corrugated, 1½ in., ft. ... 0 13½
Corrugated, ¾ in., ft. ... 0 17
Cable, 70 per cent.
Leader, 60 and 10 per cent.

I

IRON AND STEEL.

	Montreal	Toronto
Angles ... base	2 50	2 50
Common bar, per 100 lbs.	2 05	2 00
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 25	2 00
Sleigh shoe steel	2 25	2 25
Domestic	2 30	2 00
Reeled machinery steel	2 75	3 00
Tire steel	2 35	2 20
Sheet cast steel	0 15	0 15
Toe calk steel	3 10	3 15
Mining cast steel	0 07½	0 07½
High speed	0 65	0 65
Cammell Laird	0 15	
Black Diamond tool steel	0 08½	0 08½
Silver tool steel	0 13½	0 13½
Cold Rolled Shafting.		
9-16 to 11-16 inch	0 06	
¾ to 1 7-16 in.	0 05½	
1 7-16 to 3 inch	0 65	
Montreal 40%, Toronto 40%.		

IRON, TINNED.

72x30 up to 24 gauge, case lots ... \$10 00
Less than case, 25c per 100 lbs.
72x30 up to 26 gauge, case lots ... 10 50
extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set ... 0 78
Mrs. Potts, No. 50, nickel-plated, per set ... 0 85
Mrs. Potts, handles, japaned, per gross ... 9 00
Sad irons, common, plain ... 5 00
Sad irons, common, plated ... 5 50
Asbestos, No. 70, per set ... 1 50
Asbestos, No. 90, per set ... 1 20
Prestess Electric, each ... 3 00
Ideal Electric, each ... 2 55
Gasoline Sad Iron, each ... 3 50
Ideal Gasoline, each ... 3 25

LADDERS, ETC.

(Step Ladders).
Shelf-lock ... 12c ft.
Ontario ... 16c ft.
Faultless ... 20c ft.
Extra Heavy ... 28c ft.
Hercules ... 23c ft.
Decorator ... 18c and 20c ft.
Perfect ... 22c ft.
Chair Ladders, each ... \$2 00

(Roped Extension).
20 ft. ... \$3 00 42 ft. ... \$7 95
22 ft. ... 3 30 44 ft. ... 8 36
24 ft. ... 3 60 46 ft. ... 8 74
26 ft. ... 3 90 48 ft. ... 9 12
28 ft. ... 4 20 50 ft. ... 9 50
30 ft. ... 4 50 52 ft. ... 11 44
32 ft. ... 4 80 54 ft. ... 11 88
34 ft. ... 5 78 56 ft. ... 12 32
36 ft. ... 6 12 58 ft. ... 12 76
38 ft. ... 6 46 60 ft. ... 13 20
40 ft. ... 6 80

(Common Extension).
20 ft. each ... \$2 60
22 " ... 2 86
24 " ... 3 12
26 " ... 3 38
28 " ... 3 64
30 " ... 3 90
32 " ... 4 16
34 " ... 4 42
36 " ... 4 68
38 " ... 4 94
40 " ... 5 20
42 " ... 5 46
44 " ... 5 72

(Common Single.)
8 ft., each ... \$0 80
10 ft., each ... 1 00
12 ft., each ... 1 20
14 ft., each ... 1 54
16 ft., each ... 1 76
18 ft., each ... 1 96
20 ft., each ... 2 40
22 ft., each ... 2 64
Fruit picking ladders, long nose, same price as common single ladders; short nose, 1c per foot additional.

LANTERNS. Per doz.

Banner Buggy	10 75
Banner Junior	11 75
Trullite	7 00
Wrightlights	7 00
Beacon	7 00
No. 2, or 4, plain cold blast	7 00
Short globe, pattern	7 00
Cold blast, japanned	7 00
Brass, well japanned	9 25
All brass	24 00
Little Bobs A.C., doz.	1 90

LANTERN GLOBES.

Cold blast, short ruby	1 75
Cold blast, common ruby	1 60
Cold blast, short	0 75
Cold blast	0 50
Prism globes	1 20

LATCHES (YALE, NIGHT).

No. 26, per doz.	\$3 30
No. 34, per doz.	11 80
No. 34X, per doz.	11 80
No. 37, per doz.	13 40
No. 42, per doz.	15 25
No. 42, per doz.	16 25

LATHS (METAL). Per sq. yd.

26-gauge, painted metal lath	0 10
24-gauge, painted metal lath	0 13
23-gauge, painted metal lath	0 15
24-gauge, galv. metal lath	0 17
23-gauge, galv. metal lath	0 19

LEAD.

	Montreal	Toronto
Domestic (Trail), 100 lbs.	5 00	5 00
Imported pig, per 100 lbs.	5 10	
Lead Wool, 8c lb.		
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3lb. sq. ft.	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lbs. sq. ft.	6 50	6 50
Cut sheets, ½c per lb. extra.		
Cut sheets to size, ¾c per lb. extra.		

LEVELS. Per doz. Rabone's.

1269x12, Boxwood	4 40
1628x9, Walnut pointed	4 50
1628x12, Rosewood	7 50
104x24, Triple stock (net)	21 00
104x27, Triple stock (net)	22 00
104x30, Triple stock (net)	23 15

LINES, PLOUGH.

Russia snap, per gross	33 00
Indian snap, per gross	27 00

MACHINES (WASHING). Each

Canadian	\$ 5 00
Dowsell	5 00
Hamilton	5 75
Re-Acting	7 50
Snowball	8 00
Noiseless	8 25
Sunlight	8 75
Momentum	8 75
New Century, style "A"	9 00
New Century Style "B"	10 00
New Century, Power, Style "D"	24 00
New Idea, style "B"	11 00
Playtime, engine drive	11 00
Ideal Power	16 00
Seaford, electric	60 00
Seaford, engine drive	25 00
New Idea, electric	80 00
Sunshine	4 50
Popular, No. 1	5 25
Economic	6 00
Champion	9 00
Excell-All	11 00
Blue Bell, without stand	9 00
Puritan Water Motor, complete	16 00
Hydro, One Tub, engine drive	26 00
Discount 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.	
Stephenson Washers, \$6 net.	

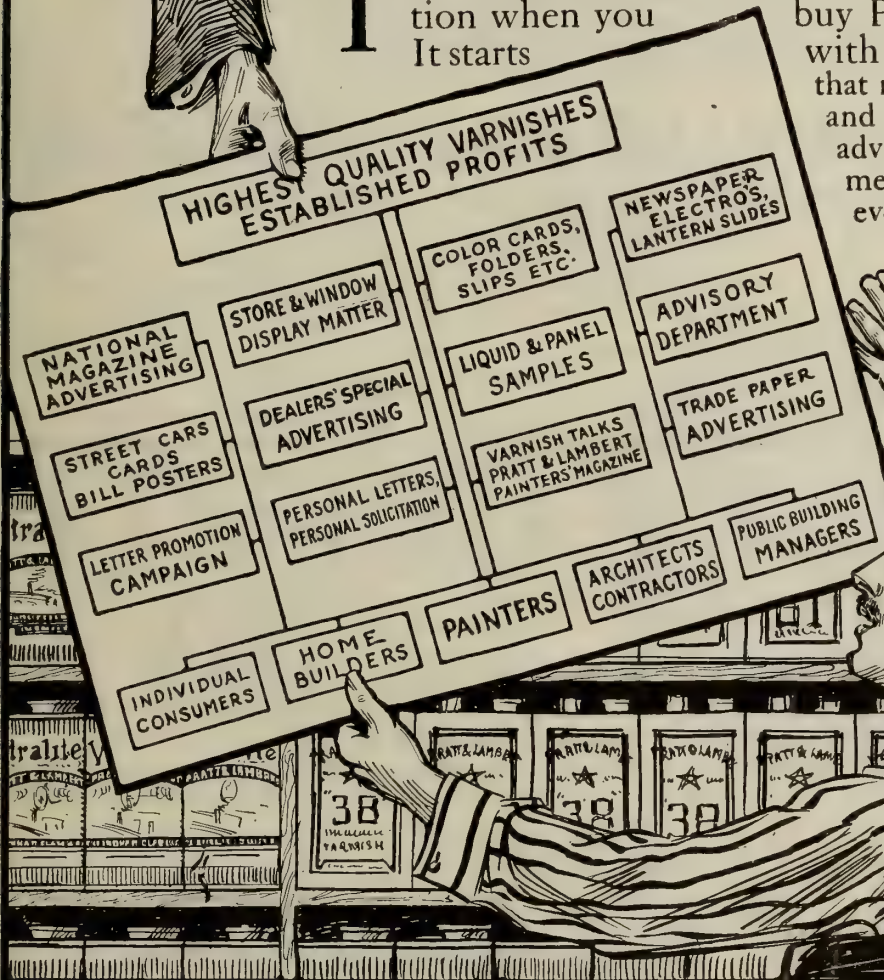


Here's Varnish-Selling Service For You!

THIS varnish-selling service is a vital part of the transaction when you buy Pratt & Lambert Varnishes. It starts

with highest quality varnishes that make satisfied repeat customers, and through the tried and proven advertising and sales promotion methods shown in the chart brings every class of varnish buyers into your store. *Write for complete Pratt & Lambert Dealers' Proposition.*

Pratt & Lambert-Inc.
24 Courtwright Street
Bridgeburg, Ont.



Pratt & Lambert Varnish Proposition

Quality Sales Profits Repeats...

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Hamburg

HARDWARE AND METAL

MALLETS. Per doz.
Tinsmiths, 2½ x 5½ in.... 1 65
Carpenters, round hickory 1 95
Lignum Vitae, round, 5 in 2 40
Caulking, No. 8, oak.....15 00

MANGLES.
Victor, each\$14 25
Woodyatt, each 6 60

MIRRORS, FRAMED. Doz.
Size glass, 4 x 6..... 1 00
Size glass, 5 x 7..... 1 25
Size glass, 6 x 9..... 1 60
Size glass, 7 x 9..... 1 75
Size glass, 8 x 10..... 2 00
Size glass, 9 x 12..... 2 60
Size glass, 10 x 14..... 3 10
Size glass, 10 x 17..... 3 75

MOPS.
Mops, O-Cedar, doz.....\$12 00
S. W. Mops, doz. 3 25
New Wizard, small, doz. 8 00
New Wizard, large 10 00
Mop sticks, doz. 1 10
Cast head mops, doz..... 1 35
Crescent, doz. 1 50
Crank wringing, doz..... 4 75

Extra Cloths.
Challenge, doz. 2 10
Woven, cloths, doz 1 35

N

NAILS.
Standard steel wire nails,
Toronto, \$2.25 base; Montreal,
\$2.25 base; London, \$2.25 base.
Cut nails — Montreal, \$2.50;
Toronto, \$2.70; London, \$2.70.
Miscellaneous wire nails, 75 p.c.
Coopers' nails, 33-1/3 p.c.
Pressed spikes, ½ diameter,
per 100 lbs., \$3 base.

NAILS (HORSE SHOE).
Capewell. Per box.
No. 4, in 25-lb. box\$3 75
No. 5, in 25-lb. box 3 75
No. 6, in 25-lb. box 3 50
No. 7, in 25-lb. box 3 25
No. 8, in 25-lb. box 3 25
No. 9, 10, 11 and 12, in 25-
lb. box 3 00
Less 10 and 5 per cent. off.

NAILS (HORSE).
M.R.M. cold forged process
list, 10th January, 1912.

Prices per
Size. Length. 25-lb. box.
No. 3, 1½-inch\$4 10
No. 4, 1¾-inch 3 75
No. 5, 1 15-16 3 50
No. 6, 2¼ 3 10
No. 7, 2 5-16 2 90
No. 8, 2½ 2 75
No. 9, 2 11-16 2 60
No. 10, 2¾ 2 50
No. 11, 3 1-16 2 45
No. 12, 3¾ 2 45

NETTING, POULTRY.
2 in. mesh, 19 w.g., 50-100% off;
1½ in. mesh, 50-100% off.

**NET PRICES ON SMALL
SIZES POULTRY NETTING.**
½-in. x 22 ga. x 12-in., roll.\$3 00
½-in. x 22 ga. x 18-in., roll. 4 30
½-in. x 22 ga. x 24-in., roll. 5 65
½-in. x 22 ga. x 30-in., roll. 6 90
½-in. x 22 ga. x 36-in., roll. 8 20
1 in. x 20 ga. x 12-in., roll. 1 50
1 in. x 20 ga. x 18-in., roll. 2 10
1 in. x 20 ga. x 24-in., roll. 2 70
1 in. x 20 ga. x 30-in., roll. 3 25
1 in. x 20 ga. x 36-in., roll. 3 80
1 in. x 20 ga. x 48-in., roll. 5 10
Poultry netting staples, 60 p.c.

OAKUM. Per 100 lbs.
Best (American) 9 50
U.S. Navy (American).... 9 00
Plumbers (spun) ... 3 65 4 00

OIL.
Can. prime white
petrol 0 14½
Royalite 0 17 0 15
Palatine 0 21½ 0 17½
Castor Oil, per lb. 0 08½ 0 08½
Black oil (Summer) 0 12½ 0 12
Black oil (Winter) 0 14½ 0 14
Cylinder Green 0 35 0 35
Paraffine 0 22 0 20
XXX Machine 0 25½ 0 21

OLD MATERIALS.
F.o.b. Toronto.
Tea lead, pack, 2¼ to 3¼c lb.
Tea lead, chest, 2¼ to 3¼c lb.
Lead (heavy pipe, etc.), 3 to 4c

Brass, heavy, 9 to 10c lb.
Brass, light, 6 to 7c lb.
Zinc, heavy, 2¼ to 4c lb.
Copper, heavy, 11 to 12c lb.
Rubbers, such as old rubber,
boots, and shoes, according to
trim, 5½c to 6c lb.; overshoes,
lumbermen's rubber boots, etc.,
5 to 6c lb.; auto tires, etc., 4 to
5c; bicycle tires, 2 to 3c.

PACKING (JUTE)
Per Coil Lots.
Fine, 30 ends to ¾ inch. 0 09½
Heavy, 8 ends to 1 inch. 0 06½

PAPER, ETC.
O.K. Paper, No. 1, per roll 0 95
O.K. Paper, No. 2, per roll 0 70
Per 400 ft. roll
Plain Fibre, No. 1..... 0 50
Plain Fibre, No. 2..... 0 35
Tarred Fibre, No. 1..... 0 62
Tarred Fibre, No. 2..... 0 43
Tarred Fibre, Cyclone, 25
lbs., roll 0 62
Dry Cyclone, 15 lbs..... 0 50
Tarred Fibre, Good Luck
Brand, per roll 0 62
Dry Fibre, Good Luck
Brand, per roll 0 50
Per 100 lbs.

Oiled waterproof building
paper, 600 sq. ft. roll.... 1 05
400 sq. ft. roll 0 95
O.K. Brand corded sheathing 0 40
Sheathing (Surprise) 0 40
Blue R-S Sheathing 0 42
Dry fibre No. 1 0 50
Dry fibre No. 2 0 35
O.K. carpet felt 1 40
Per 100 lbs.

Heavy dry straw 1 80
Heavy tarred straw 1 80
Spruce sheathing 3 00
Carpet felt, 16 oz. 2 60
Carpet felt, 20 oz. 2 60
Resin sized Fibre, per roll. 0 43
Asbestos Bldg. 3 25
Heavy fibre, 32 ft. x 60 ft.,
per 100 lbs. 2 00
Liquid Roofing Cement,
lbbs., per gallon 0 17
Liquid tin cement, 58 0 19
Crude coal tar, per bbl. 4 50
Refined coal tar, per bbl. 5 00
Shingle Varnish, per bbl. 5 00
Caps, per lb. 0 05
Ralls, per lb. 0 05
Mop Cotton, per lb. 0 17
Tarred felt, Dominion, 7 oz. 2 10

PICKS (CLAY).
5 to 6 lbs., doz. 4 15
7 lbs., doz. 4 40
7 to 8 lbs., doz. 4 75
8 lbs., doz. 5 00

PINS, COTTER.
Cotter pins, 90 p.c. discount.

PINS, CLOTHES.
Selected full count. Per case.
5 gross, 4-in. (loose).....\$0 80
5 gross, 4½-in. (loose).... 0 90
5 gross, 5-in. (loose) 1 00
4 gross, 4-in. (12 pkgs. of
4 doz. each) 0 80
5 gross, 4 in. (24 pkgs. of
2 doz. each) 0 90
6 gross, 4 in. (12 pkgs. of
6 doz. each) 1 00

PIN (ESCUTCHEON).
Steel, discount, 50 per cent.
Brass, 50 per cent.

PIPE, STANDARD WROUGHT.
Buttweld.
Size Black Galvanized
¼ and ¾ inch.\$2 16 \$3 06
½ inch 3 64 3 57
¾ inch 2 64 3 57
1 inch 4 51 6 21
1¼ inches 6 10 8 40
1½ inches 7 29 10 04
2 inches 9 81 13 54
2½ inches 15 80 21 65
3 inches 20 66 28 31
3½ inches 24 84 34 04
4 inches 29 43 40 33

Lapweld.
2 inches 11 29 14 99
2½ inches 16 38 22 23
3 inches 21 42 29 07
3½ inches 25 76 34 96
4 inches 30 52 41 42
4½ inches 35 56 48 26
5 inches 41 44 56 24
6 inches 53 76 72 96
7 inches 79 97 105 90
8"x25 lbs. per ft. \$3 75 111 30
8"x28 lbs. 96 48 128 40
9 inches115 60 153 50

10"x32 lbs, per ft.107 20 142 40
10"x40 lbs. " 138 00 183 30
12 inches174 90

These prices are for small
quantities only. Discounts in
proportion to size of order will
be allowed.

PIPE (LEAD).
Lead pipe, 7½c, 5% off.
Lead waste pipe, 9c; 5% off.
Traps and bends, 40% off.

PIPE (SOIL).
Medium and extra heavy pipe
up to 6-inch, 65% and 10 off.
7 and 8-in., 45% off.

PIPE (CONDUCTOR).
2 inch, in 10-ft. lengths.... 3 45
3 inch, in 10-ft. lengths.... 4 20
4 inch, in 10-ft. lengths.... 5 53
5 inch, in 10-ft. lengths.... 7 60
6 inch, in 10-ft. lengths.... 9 25

PITCH.
Fine, per bbl. 4 50

PLANES.
Wood bench, Can., 15 per cent.
Wood, fancy, 30 to 35 per cent.
Prices, Fliers and Nippers.
Button's, genuine, 37½ to 40
per cent.

PLATES (BOILER).
Montreal Toronto
Plates, 1¼ to ½ inch,
per 100 lbs. 2 40 2 50
Heads, per 100 lbs.... 2 65 2 75
Tank plates, 3-16 inch 2 70 2 80

PLUGS (METAL).
Painted wall plugs, per
1,000\$20 00
Galv. wall plugs, per 1,000 23 00

POLISH. Doz.
O-Cedar, 4 oz. bottles\$2 00
O-Cedar, 12-oz. bottles ... 4 00
O-Cedar, 1-qt. can 10 00
O-Cedar, ½-gal. cans 16 00
O-Cedar, 1-gal. cans 24 00
Liquid veneer, 4-oz. 2 00
Liquid veneer, 12-ozs. 4 00
Liquid veneer, quarts 8 40
Tandem metal polish paste. 6 60
Axoline brass cleaner, 100
in pkg. 6 50

R

RAZORS. Per doz.
Boker's King Cutter
Henckel's 7 50 20 00
Gillette Safety, each 3 75
Star Safety Razor, 3¾ per cent.
Edelweiss
Ever-Ready, doz. 9 00
Ern Razors6 00 to 18 00
Ern Junior Razor 14 50

REELS, HOSE.
Plain wood, each 0 75
Plain wood, with drum, ea. 0 95
Metal 1 40

RIVETS AND BURS.
Iron rivets, blacked and tinned,
75%
Iron burrs, 75 per cent.
Copper rivets, usual proportion
of burrs, 35 and 12½; burrs, 30
and 12½ per cent.
Extra on Copper Rivets, ¼-
lb. packages, 1c per lb.; ¾-lb.
pkgs., 2c lb.
Coppered Rivets, net extras,
2½c per lb.

ROOFING.
Tarred felt (7 oz.)\$2 10
Tarred felt (10 oz.) 2 10
Tarred felt (16 oz.) 2 16

Per roll
2 ply R.R. 0 75
3 ply R.R. 0 95
2 ply R.R., complete in roll 1 15
3 ply R.R., complete in roll 1 35
Samson 1-ply, roll 1 45
Samson, 2-ply, roll 1 90
Samson, 3-ply, roll 2 30
Amatite roofing, per sq. 2 70
Ready 2-ply, Shield, per roll 0 75
Ready 3-ply, Shield, per roll 0 95
Tarred 210 roofing felt.
Tarred roofing felt, cwt. ... 2 10

ROPE. Lb.
Pure Manila basis 16
Best Manila basis 16
British Manila basis 12
African hemp basis 12
Sisal basis 10
Double lath yarn basis ... 9½

Single lath yarn basis 9½
Russian deep sea line basis 20
Russian tarred ratline basis 17
Russian tarred bolt rope
basis 18
Jute rope basis 12½
Italian rope basis 24
Basis (¾" dia. and larger).

RULES, BOXWOOD.
.. Rabone's. Per doz.

No. 1375—2 ft.(51).. 1 80
No. 1101—2 ft.(52).. 3 90
No. 1167—2 ft.(7).. 3 60
No. 1106—2 ft.(53½).. 4 10
No. 1375—3 ft.(66½).. 2 50
No. 1112—3 ft., hf. bound 6 00
No. 1190—With level 8 85
No. 1493—Brass blacks'hs 1 70
No. 1494—Brass blacks'hs 2 20

SAWS.
Atkins Hand and Crescent, 25 p.c.
Disston's Hand, net prices, new
list.
Simonds' Hand, 15 per cent.
Shurly & Dietrich, 35 per cent.
Spear & Jackson, 40 per cent.

SCALES.
Gurney Standard, 30 per cent.;
Champion, 50 per cent.
Burrow, Stewart & Milne —
Imperial Standard, 30 per cent.;
Champion E. B. Scales, 35 per
cent.
Fairbanks Standard, 30; Do-
minion, 50; Richelieu, 50.

Net Prices.
Champion, 4 lb., \$2.50 plus 30c
for stamping; 10 lb. \$3.75 plus
50c for stamping; 240 lb., \$5.50
plus 50c for stamping; 600 lb.,
platform, \$14 plus \$1 for stamp-
ing; 1,200 lb., platform, \$16.50
plus \$1 for stamping; 2,000 lbs.,
platform, \$22 plus \$1 for stamp-
ing; 2,000 lb. drop lever, \$26 plus
\$1 for stamping.

SAP SPOUTS. Per 1,000
Bronzed cast iron with
hooks 6 00
Eureka, tinned steel, hooks 8 00

SCOOPS (FURNACE).
Doz.
D. Handle\$3 25
L. Handle 3 25

SCREWS (MACHINE).
Flat head, iron and brass, 35
per cent. Fillister head, iron,
30; brass, 25 per cent.

SCREWS. Per cent.
Wood, F. H., bright, 85, 10, 7½,
10, 5 per cent.
Wood, R.H., bright, 80, 10, 7½,
10, 5 per cent.
O.H., bright, 80, 10, 7½, 10 p.c.
5 per cent. off list.
Wood F.H., brass. 75 10 7½ 10
Wood, R.H., brass. 70 10 7½ 10
Wood, F.H., bronze. 70 10 5 18
Wood, R.H., bronze 65 10 5 10
Drive screws 65 10 5 10
Set case hardened 60 10
Square cap50 and 05
Hexagon cap 43
Bench, wood, per doz.....\$5 00
Bench, iron, per doz. 4 25

SCYTHES.
Cast steel, doz.\$ 6 50
Clipper, doz. 7 50
Guaranteed, doz. 9 00
Brush, doz. 7 50

SCYTHRE SNATHS.
No 1, per doz.\$8 45
No. 2, per doz. 7 70
No. 3, per doz. 7 35
Brush, per doz. 8 40
No 20, per doz 8 75

STONES.
Western Red End (3 doz.
to box), per box 0 85
Diamond, per box 1 00
Quinehog, per box 1 50
English, round (25 to box),
per box 2 00
Emery, per doz. 0 85
Carborundum, per doz. ... 2 25

HARDWARE AND METAL

MURESCO

THE DEALERS' PROFIT-PRODUCER

A wall finish with abiding customer satisfaction in every package.

Benjamin Moore & Co., Limited, 4 Lloyd St., West Toronto, Canada

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

PURE LINSEED OILS



If your Job-
ber does not
handle them
write direct
to our near-
est mill.



No. 1402. Brass.
No. 130. Tinned.
3 sizes.

"HENDRYX"

A WORD FOR QUALITY

PARROT CAGES

The season is on for parrots. For the next three months young parrots are in great demand. The "HENDRYX" cage has never been equaled. Every wire being riveted to each rail affords positive security for keeping the birds.

THE ANDREW B. HENDRYX COMPANY
NEW HAVEN, CONN.



No. 1914. Brass.
No. 85. Tinned.
6 sizes.

HARDWARE AND METAL

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	2 50	2 55
12 gauge	2 55	2 60
14 gauge	2 35	2 35
16 gauge	2 40	2 40
18-20 gauge	2 45	2 50
22-24 gauge	2 50	2 55
26 gauge	2 60	2 65
28 gauge	2 70	2 75

SHEETS.

Corrugated, galv., 10% off.	
22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Galvanized).

	B.W. Queen's	Fleur-de-Lis	Gorbals
gauge	Head	best	best
16-20	3 80	3 45	3 80
22-24	3 85	3 55	3 85
26	4 10	3 90	4 10
28	4 35	4 10	4 35

Colborne Crown—16-20 gauge.	\$3.60; 22-24 gauge, \$3.65; 26 gauge, \$3.90; 28 gauge, \$4.15.
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	Apollo Brand	Montreal	Toronto
14 gauge	2 95		
16 gauge	2 95		
18-20 gauge	3 10		
22-24 gauge	3 45	3 20	
26 gauge	3 70	3 55	
28 gauge	4 05	3 70	
10% oz.	4 25	3 90	

SHELLERS, CORN.

Black Hawk, doz.	18 00
Plymouth Rock, doz.	8 50

SHOVELS AND SPADES.

	1st	2nd	4th
Shovels	60 55 and 2 1/2	45 45	45 45
Socket sc'ps.	50 and 5	45 and 5	
Rivet scoops	50		
Drain tools	60 60		
Scoops	50 and 5	45 and 5	
Hollow backs			
and sand.	60	45	

Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SIFTERS, ASH.

Wood Sifters, doz.	\$ 1 50
Rocker, No. 1, each.	4 00
Rocker, No. 3, each.	3 25

SINKS.

Cast iron, 16x24, \$1.10; 18x30, \$1.50; 20x36, \$2.25.	
Flat rim enameled sinks, 16x24, \$3.50; 18x30, \$4; 18x36, \$5.15.	

SLIDING SHOES.

Onward Sliding Shoes, 40%.

SNAPS.

Harness, 25%.

	Montreal	Toronto
SOLDER.		
Tinker's bar	0 25	
Wire solder, lb.	0 28	0 31
Bar half-and-half.	0 26	0 24

SOLDERING IRONS.

Base, per lb., 28 cents.

SOLDER WIPING.

Acme	0 19
Commercial	0 20
Easy	0 22
Star Extra	0 23
Strictly standard wiping	0 23

SPELTER.

Foreign, per 100 lbs. 6 00 6 00

STAPLES.

Poultry netting, 100 lbs.	6 70
Bed, 100 lbs., No. 14.	6 75
Blind, per lb.	6 12
Bright Fence, 100-lb. kegs.	2 55
Bright Fence, 25-lb. boxes.	2 80
Galv'd fence, 100-lb. kegs.	2 90
Galv'd fence, 25-lb. boxes	3 15
Cooper's staples, 45%.	
Bright spear point, 75%.	

SWEPEERS, CARPET.

	Bissell's
Univ. japd., cyco bearing.	24 00
Univ. N.P., cyco bearing.	27 00
Grand Rapid, japd., ball-bearing	26 00
Grand Rapid, N.P., ball-bearing	29 00
Princess N.P., ball-bearing	30 00
Elite, ball-bearing	34 00
Am. Queen N.P., ball-bear.	32 00
Parlor	35 00

SWINGS.

Baby, 2-passenger, each.	\$ 2 75
Ontario, 2-passenger, each.	3 75
Ontario, 4-passenger, each.	4 25
Stratford, 4-passenger, each	5 50

Boyers Gliding Settees with awning, each 8 50
Without awning, each 12 50

TACKS, BRADS, ETC.

Carpet tacks, blue, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blue, in dozens only. 80 and 10; 1/4 weights, 60; Swedes cut tacks, blue and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blue and tinned, bulk, 70 and 10; Swedes, gimp, 82 1/2; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blue, 65 and 10; clout nails, blue and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 9 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87 1/2; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES—Lufkins.

Ass skin, No. 713, 50 ft., doz.	2 85
Ass skin, No. 714, 66 ft., doz.	3 40
Linen, No. 404, 66 ft., ea.	1 10
Metallic, No. 603, 50 ft., ea.	1 40
Rival steel, No. 263, 50 ft., ea.	2 90
Rival steel, No. 266, 100 ft., ea.	4 90
Reliable Jr., No. 103, 50 ft. 2 70	
Rabone's.	
Tape Lines, linen, No. 2601	
x50, each	\$1 00
Metallic, No. 4011x50, ea.	1 35
Metallic, No. 4011x66, ea.	1 55
Steel, No. 2891x50, ea.	2 70
Steel, No. 4161x50, ea.	3 00
Steel, No. 4161x50, ea.	5 15

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10%.

TIES (METAL).

Galv. wall ties, per 1,000...\$5 00

Painted wall ties, per 1,000. 5 00

TIES, COW.

McKinnon, 40% discount.

Greenings, 40% discount.

TIN.

Tin, per lb.... 34-36 33-35

TINNERS' TRIMMINGS.

Discount, 45%.

Plain, 70 and 5%.

Re-tinned, 72 and 5%.

TOOLS, HARVEST.

Samson, 47 1/2%; ord., 50%.

TRAPS (STEEL AND GAME).

Newhouse, 40%.

Hawley & Norton, 57 1/2%.

Victor, 70%.

Oneida Jump, 65%.

TRESTLES.

5 ft., each.	\$1.50	14 ft., each.	\$4.20
8 ft., each.	2 00	16 ft., each.	4 80
10 ft., each.	2 50	18 ft., each.	5 40
12 ft., each.	3 00	20 ft., each.	6 00

TROWELS.

Disston's, 10%.

TWINE (Binder).

650 ft., per lb.	0 13 1/2
600 ft., per lb.	0 11
550 ft., per lb.	0 09 1/2
500 ft., per lb.	0 09 1/4
5 ton lots, 1/4c per lb. allowance.	
10 ton lots, 1/4c lb. allowance.	
Delivered in 300-lb. lots and over.	
Wrapping cotton	5-lb. 120-lb.
4-ply	0 28 1/4 0 26 3/4
3-ply	0 25 1/2 0 24 1/4

TUBES.

Boiler Tubes.

	Montreal	Toronto
100 ft., 1 1/2 in.	10 45	9 75
100 ft., 2 in.	9 60	8 25
100 ft., 2 1/2 in.		10 25
100 ft., 3 in.	12 25	10 65
100 ft., 3 1/2 in.	13 30	11 00
100 ft., 4 in.	15 55	13 00
100 ft., 4 1/2 in.	19 80	16 75

Samson Galvanized.

No. 11, doz. net 12 00

No. 22, doz. net 14 40

No. 33, doz. net 16 80

Common Galvanized.

No. 1, doz. 6 83

No. 2, doz. 7 43

No. 3, doz. 8 48

WOODEN WASH TUBS.

	Per nest.
Nests of 3—0, 1 and 2.....	\$2 38
Nests of 3—1, 2 and 3.....	2 05
Nests of 4—0, 1, 2 and 3.....	2 95
No. 0, per doz.	11 00
No. 1, per doz.	9 00
No. 2, per doz.	8 00
No. 3, per doz.	7 00

V

VALVES, ETC.

Ground work, 55%.
Stand, compr. work, 60%.
High-grade compr. work, 50%.
Cushion work, 55%.
Fuller work, 65, 5%; No. 0, 70, 10%, and 1 and 2 basin cocks, 65, 5%.
Flatway stop and stop and waste cocks, 60, 10%; roundway, 60 and 5%.
J.M.T. Globe, Angle and Check Valves, 50%; Standard, 60%.
J.M.T. Radiator Valves, 55%; Standard, 60; patent quick opening valves, 70 and 10%.

WARE, COPPER AND NICKEL.

Copper boilers, kettles, 40 and 5%.
Copper tea and coffee pots, 40 and 5%.
Copper pints, 30 and 5%.
Foundry goods, hollow ware, 40 and 5%.

WARE, ENAMELED.

White war, 72 1/2 per cent.
London and Princess, 50 p.c.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial and Colonial steel, 60 and 10 per cent.
Star decorated steel, 33 1/2 p.c.
Hollow ware, tinned steel, 40 per cent. off.
Enamelled street signs, 50 p.c.

WARE, TIN, PIECED.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails, 35 per cent.
Copper bottom tea kettles and boilers, 35 per cent.
Coal hods, 35 per cent.
Boiler and tea kettle pits, 30 and 5 per cent.

WARE, STAMPED.

Plain, 70 and 5.
Retinned, 70 and 5.
Tinner's trimmings, 70 and 5.

WASHERS, IRON.

Full box, 45 per cent. smaller.
Full box, 45 p.c.; smaller lots, 30 p.c.; assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c. lb.

WEATHERSTRIP.

Narrow wood and felt...1 1/4c ft.
Medium wood and felt...1 1/4c ft.
Wide wood and felt...2 1/4c ft.
All felt Frost King...\$4.40 doz.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2.00
Sectional, 1/2 lb., per 100 lbs. 2.25
Solid, 3 to 30 lbs., per 100...1.60

WEIGHTS.

Smarts, Horse, 3 1/2c lb.

WHEELBARROWS.

Navy, steel wheel, doz...21 00
Garden steel wheel, doz...32 40
Light garden, per doz...22 80
Heavy garden, L-side...33 00
Heavy farm, solid side...33.00

WHIFFLETREES.

Tubular steel, 28 ins.	0 70
Tubular steel, 34 ins.	1 00
Tubular stel, 36 ins.	1 25
Tubular steel neckyokes,	
36 inches	1 25
Tubular steel doubletrees,	
40 inches	0 95
Tubular steel lumbermans.	
44 inches	0 95

WIPERS.

(See Paint Markets)

WIRE.

Brass wire, 50 and 5 per cent.
Copper wire, 50 and 2 1/2 per cent.
Annealed Cut Hay Baling Wire, No. 9, \$3.75; No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13 1/2, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE, CLOTHES LINE.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$3; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F.O.B. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL.

Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extra net. Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 30-34, \$6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in 1/2-lb. hanks, 25c; in 1/4-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

No. 13, \$2.20; No. 14, \$2.40; No. 15, \$2.50 f.o.b. Montreal, Toronto, Hamilton and London.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, \$2.20 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra. No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, \$1.25, bright soft drawn 15c, charcoal (extra quality), \$1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in 1/2-lb. hanks, 75c; in 1/4-lb. hanks, \$1.

WIRE CLOTH.

Painted screen, in 100-ft. rolls. \$1.55 per 100 sq. ft.; in 50-ft. rolls, \$1.60 per 100 sq. ft.
Rustless screen, 7c. sq. ft.
Cut lengths, 8c sq. ft.

WIRE (FENCE).

	Per cwt.
Barb	2 35
No. 9, coil spring	2 25
No. 9, plain galvanized	2 15
No. 12, plain galvanized	2 30
No. 13, plain galvanized	2 40
O. & A., No. 10	2 36
O. & A., No. 11	2 42
O. & A., No. 12	2 50
F.O.B. Montreal, Toronto and London.	

WIRE ROPE.

Galvanized, 1st grade, 6 strands 24 wires, 3/8, \$5; 1 inch, \$16.80.
Black, 1st grade, 6 strands, 19 wires, 3/8, \$5; 1 inch, \$15.10. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES.

	Cwt.
Single Loop, No. 14	\$3 00
Single Loop, No. 15	3 15
Single Loop, No. 16	3 30

WRINGERS—Less 20 p.c.

Royal Canadian, 11 in., doz.	45 25
Eze, 11 in., per doz.	49 50
Cycle, 11 inch	54 00
Trojan, 12 inch	100 00
Favorite 511E	57 75
Unexcelled 1041E	72 00
Challenge 311E	48 75
Mem 141	47 25
Sunlight 111	42 00
Ottawa, 341E	54 00
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Faestic, 11 in.	47 25
Perfect, 11 in.	52 75
Cycle, 11 in.	56 25
Vrenches, Trimo, 65 p.c. off list.	



For Outdoors

Or In

You can fill every paint requirement with the right RAMSAY finish.

And every RAMSAY product is *right*. The right formulæ, the right materials, the right price and the right value. You'll find it a pleasure to do business with a house that has grown up with the country and has 72 years of Canadian paint experience behind it.

Write us.

A. RAMSAY & SON CO.,

- MONTREAL

ESTABLISHED 1842

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

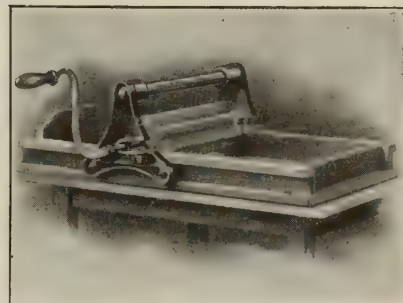


Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA

Maxwell "British" Butter Worker

has been on the market for years and has been adopted by the best dairies in Great Britain and Canada.



Results in Better Butter and Bigger Profits. Makes the butter firm, even and consistent all through. In three sizes—14", 17" and 20" wide.

MAXWELLS LIMITED

St. Marys, Ont.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, \$6.20 per 100 lbs.
5 lb. packages, \$6 per 100 lbs.

ALCOHOL.

5 gal. lots, per gal., \$1.

BEESEWAX.

Per lb., 40c.

BRONZING LIQUID.

Bronzing liquid, No. 1...\$1 75
Banana oil, gal. 4 00

BRUSHES.

Weighted, 15 lbs., doz. ...\$14 70
Weighted, 20 lbs., doz. ... 19 90

OATING.

Cement Coating\$2.55 3.00

COLORS (DRY).

Per lb.
Raw Umber, 100 lb. keg. ... 0 09
Burnt Umber, 100 lb. kegs. 0 09
Raw Sienna, 100 lb. kegs. 0 09
Burnt Sienna, 100-lb. k. ... 0 09
Imperial green, 100 lb. k. ... 0 12
Italian red, 100 lb. kegs. ... 0 05
Brunswick green, 100-lb. k. 0 06
Indian red, 100 lb. kegs. ... 0 10
Indian red, No. 1, 100 lb. k. 0 06
Vermilion, 100 lb. kegs. ... 0 20
Drop black pure dry ... 6 12
Golden ochre, 100 lb. kegs. 0 03½
White ochre, barrels ... 0 04
Yellow ochre, barrels ... 0 01½
Sarsaparilla, 100 lb. kegs. 0 02
Canadian red oxide, bbls. ... 0 02
Super magnetic red ... 0 02½

COLORS IN OIL.

Venetian red 1-lb. tins, pure ... 0 12
Chrome yellow, pure ... 0 23
Golden ochre, pure ... 0 14
French ochre, pure ... 0 12
Chrome green, pure ... 0 11
French permanent green, pure ... 0 15
Signwriters' black, pure ... 0 20
Marine black, 25-lb. irons 0 06

DRIERS.

Patent 25 lb. tins, 8c. lb.; patent 1 lb. tins, 11c. lb.

ENAMELS.

Per gallon in quart tins.
M. L. Floorglaze (Imperial V. & C. Co.) 1 80
Alba-Gloss enamel 4 00
Anchor Floorluster 1 80
Lowe Bros' Linduro 4 20
FILLER. Gal.
Luxeberry Enamel \$5 00
Screen Enamel B.B. 1 65

GLUE.

Per lb.
French medal 0 14
German common sheet ... 0 10
German prima 0 17
White pigfoot 0 21
Perfection amber, ground, No. 1230 0 13
Ground glues at same prices.
XXL 0 13
XL 0 11½
CL 0 12
C 0 11

GLASS.

(TORONTO QUOTATIONS.)

Size United Inches.	Star.
Under 26	\$4 25
26 to 40	4 65
41 to 50	5 10
51 to 60	5 35
61 to 70	5 75
71 to 80	6 25
81 to 85	7 00
86 to 90	
91 to 95	
96 to 100	

Double Diamond.

Size United Inches.	Star.
Under 26	\$6 25
26 to 40	6 75
41 to 50	7 50
51 to 60	8 50
61 to 70	9 75
71 to 80	11 00

Size	Star.	Diamond.
81 to 85	12 50	
86 to 90	15 00	
91 to 95	17 50	
96 to 100	20 50	
101 to 105	24 00	
106 to 110	29 00	

Discount on 16 oz. glass net; discount on double diamond, 15%; cut sizes, 33 1-3%.

MONTREAL QUOTATIONS.

Country Base Price.

United Inches.	Star.	Diamond.
25 in.	\$3 75	\$5 45
40 in.	4 00	6 05
50 in.	4 50	6 90
60 in.	4 75	7 45
70 in.	5 05	8 20
80 in.	5 65	8 75
90 in.	6 15	9 60
95 in.		11 40
100 in.		12 50
105 in.		16 40
110 in.		21 00

Montreal City prices 25c per case advance on Star and 40c per case on Double Diamond.

GLASS, PLATE.

Country discount, 35 and 5% off list, delivered.
City discount, 45 and 5% off.

LEAD.

(White Ground in Oil.)

	Montreal	Toronto
Elephant, Genuine	\$9 15	\$8 65
"Anchor," pure	8 65	8 80
Brandram's B.B. Gen- unie	9 65	9 80
C.P. Co. decorat's pu.	8 65	8 80
Crown and Anchor, pure	8 65	8 80
Decoror's Pure (Wpg)	8 60	
Moore's Frie White Lead	8 80	
Painter's Perfect	8 10	
Lowe Bros' White, H.S.	8 80	
Ramsay's Pure Lead	8 65	8 55
Ramsay's Exterior	8 15	8 30
Tiger Pure	8 65	8 35
"James Genuine"	8 80	
Stephens' H. P. P. (Win- nipeg)	8 70	

Less than ton lots. 20c per ton higher.

LEAD (RED DRY).

	Star.	Diamond.
Genuine, 560-pound casks, per cwt.	8 00	6 38
Genuine, 100-pound kegs, per cwt.	8 25	6 75
No. 1 casks, per 100 lbs.	7 75	6 25
Less quantity		8 50

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots.	\$17 50
2 lb. pkgs., per 100 lbs.	15 00
5 lb. pkgs., per 100 lbs.	12 00
25 lb. pkgs., per 100 lbs.	11 00
100 lb. pkgs., per 100 lbs.	9 75
100 lb. kegs, per 100 lbs.	9 60
300 lb. pkgs., per 100 lbs.	9 50
600 lb. casks, per 100 lbs.	9 00

MURESCO.

Tints in 5 lb. packages, per 100 lbs., \$5.40.

OILS (LINSEED RAW).

Montreal Toronto
Single bbls. See weekly report
3 to 5 bbls. See weekly report
6 to 9 bbls. See weekly report

LINSEED, BOILED.

Single bbls. See weekly report
3 to 5 bbls. See weekly report
6 to 9 bbls. See weekly report

PAINTS (PREPARED).

	Per gallon in qt. tins.
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure..	2 00
Elephant and Prism	1 80
Benj. Moore Co.'s "Egyptian" Brand	1 45
Moore's house colors, per gallon	1 75
Brandram-Henderson's "English"	2 00
Fresco-Tone, in quarts.	1 80
Ramsay's paints, pure	1 80
Ramsay's paints, Thistle..	1 60
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	
Jamieson's Crown and Anchor brand	1 60
Lowe Bros' High Standard Stephens' House Paint (Winnipeg)	2 00
Stephens' Floor Paint (Winnipeg)	1 75
Silkstone Wall Color	2 00

PARIS, PLASTER.

Per bbl. 2 25

PARIS WHITE.

In bbls. 0 30

PIGMENTS.

Orange Mineral, casks. ... 0 08½
Orange Mineral, 100-lb. kegs 0 08¾

PRIMER.

Luxeberry Primer\$2 25

PASTE WOOD FILLER B.B.

	Lb.
1 lb. cans	\$0.18
2 lb. cans	0.18
5 lb. cans	0.17
10 lb. cans	0.16
25 lb. cans	0.12
100 lb. kegs	0.11
1½ barrels	0.10½
Barrels	0.10

PURTY.

	Standard	Montreal Toronto
Bulk, in casks	2 30	2 55
Bulk, 100-lb. drums.	2 50	2 75
Bulk, 25-lb. drums.	2 60	2 85
Bladders, in bbls.	2 80	3 05
Pure Putty, 75c hd. advance.		

SHELLAC.

Gum, 32c lb.; finest orange, 42c lb.

TAR (PINE TAR).

Half pint tins, per doz. 0 60
Pint tins, per doz. 1 10

PAINT AND VARNISH REMOVER.

Taxite, 1 gal. cans 2 30
Cumoff 2 10

TURPENTINE.

Montreal Toronto
5 gal. See weekly report
Pure, single bbls. See weekly report

SLATING.

Gal.
2 to 4 bbls. 0 60 0 64
Liquid Slating, B.B.\$3.00

STAINS.

Gal.
Oil, & Spirit, Berry Bros. \$2.50
Water Stains, Berry Bros. 1 25
Berrycraft stain finish 3.00
Shingletint, 5 gal. cans .. 1.15

VARNISHES.

Per gal. cans
Liquid Granite\$3 00
Elastic Interior 3 00
Elastic Outside 6 00
Luxeberry, light 3 00
Luxeberry, white 5 00
Luxeberry, spar 4 50

Luxeberry, exterior	5 00
Dugloss finish	3 00
Carriage, No. 1	1 50
Excello	2 00
Mar-Not	2 70
Elastic Oak	1 50
Light oil finish	1 35
Gold sized japan	2 00
Baking black japan	1 35
No. 1 black japan	0 95
Crystal Damar	2 50
No. 1 Damar	2 25
Oilcloth	1 50
House painters' white jap.	1 65
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams' KOPAL varnish	2 50
Canada Paint Co.'s SUN varnish	2 25
"Flint-Lac" coach	1 30
B. H. Ltd., "Gold Medal" cases	1 80
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 30
Elastic exterior finish	4 25
Flatline floor finish	3 00
Stovepipe varnish, ½ pts., gross	9 00
Pure white shellac varnish	2 00
Pure orange shellac varnish	1 90
No. 1 orange shellac varnish	1 75

WATER PAINTS.

Opalite, 300 lb. bbls. 0 07
Opalite, 100 lb. kegs 0 07½
1 gal. package, per pkge. 0 45
½ gal. package, per pkge 0 25

WASTE (POLISHING).

Cream 0 13
White 0 12

WASTE (WHITE).

VXX extra 0 11
X Grand 0 10½
XLCR 0 09¾
X Empire 0 08¾
X Press 0 07¾

WASTE (COLORED).

Fancy 0 07¾
Lion 0 07
Standard 0 06¼
Popular 0 05½
Keen 0 05

WASTE (PACKING).

Arrow 0 15
Anchor 0 06
Anvil 0 07½
Axel 0 09

WASHED WIPERS.

Select white 0 06
Light colored 0 06½
Dark colored 0 05

WAX.

Per lb.
Johnson's Floor, natural.. 0 38
Johnson's Floor, black... 0 38
Old English Floor Wax... 0 38
Cooke & Boulton's Floor Wax 0 30
Ronuk Floor Wax, lb.... 0 38
Berry Bros. 0 45

WHITING.

Plain, in bbls. 1 00
Gilders, bolted, in bbls. 1 20

ZINC (DRY).

Extra Red Seal, V.M.

ZINC IN OIL.

Pure, in 25-lb. irons 0 10
No. 1, in 25-lb. irons. 0 07
No. 2, in 25-lb. irons. 0 05¾
Pure in Damar Varnish. 0 19½

THE FLOOR WAX

That is Used by the Largest Consumers in Canada

There is
a Reason



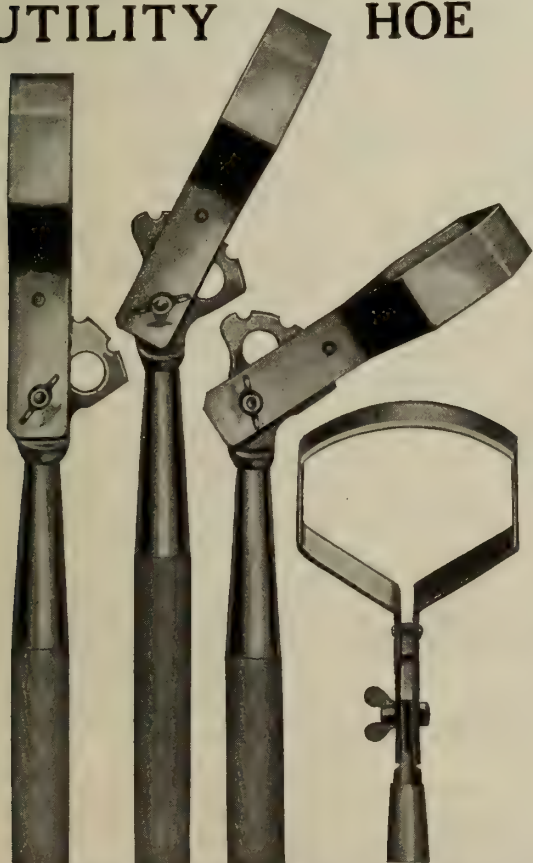
Let Us
Show You

Used by the Leading
HOSPITALS, INSTITUTIONS, CORPORATIONS,
CLUBS, FLOOR FINISHERS,
DECORATORS, Etc.

Made in Canada
Full Net Weight.

COOKE & BOULTON 185 King Street East,
TORONTO

THE UTILITY HOE



The UTILITY hoe is made in two sizes—four and six-inch blades. Each blade has two cutting edges. The blades are made of 1 1/2-inch ribbon steel and can be adjusted to suit the height of the operator. The shank castings are malleable. Every hoe is equipped with a first-class handle.

Write for
Booklet

Henderson & Richardson—Board of Trade Bldg.
Montreal

A Paint Resolution for 1915

Resolve neither to be terrified or fascinated with any new paint proposition—but if a good one comes along, above all things, do not procrastinate in grabbing it.

We ask you first
TO INVESTIGATE THE

MAPLE LEAF PAINT AND VARNISH PROPOSITION

There is nothing in it to terrify—rather its profit-making possibilities attract.

Above all else, do not let fascination run away with good common business sense.

Investigate its merits, place it up against your shrewdest enquiries.

Make your investigation your own; independent, apart from anything we say and we are sure that you will be pleased and be willing to go into the question of prices and terms with us.



A WORD TO THE WISE:

When you have made your resolution, don't turn over the page and forget it. Let us take this matter up now so that you can whip your paint department into shape for 1915 Spring trade.



THE IMPERIAL VARNISH & COLOR CO. LTD.
WINNIPEG TORONTO VANCOUVER

Winnipeg Hardware Quotations

ANVILS.

Peter Wright, 80 lbs. and up, 1½ c per lb.; clip horn, 12½ c.

ALGER BITS.

"Irwin" bits, 45 per cent.; common, 70 and 10 per cent.

AXES.

H. B., 1 lb., \$6.25 per doz.; 1½ lb., \$6.65; 2 lb., \$6.90; 2½ lb., \$7.50; 3 lb., \$7.75; 3½ lb., \$8; 4 lb., \$8; H. B. Handled Axes, 2 lb., \$8; 2½ lb., \$9.50; 3 lb., 3½ lb. and 4 lb., \$10; Black Prince Axes, unhandled, \$8.00; Black Prince axes, handled, \$10.25; Bench axes, 35%; Broad axes, 5 to 7½ lb., \$28 per doz.; 7½ to 9 lb., \$30.80.

BARS, CROW.

\$4 per 100 lbs.

BAR IRON.

Bar iron, \$2.50; Swedish iron, \$4.25; sleigh shoe steel, \$2.85; spring steel, \$3.40; machinery steel, \$3.75; tool steel, Black Diamond, 100 lbs., \$2.50

BELTING.

Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting, 66 2-3% off the list.

No. 1, 66 2-3% off list.
Standard, 60 and 10% off list.
The "double" list is just twice the price of "single."

BELT LACING.

In sides, tanned, \$1 per lb.; cut, \$1.10 per lb.; rawhide, sides, 95c; cut, \$1.05.

BLOCKS.

Steel, 50 per cent.; wood, 60 p. Steel, 50%; wood, 60%.
Wood, tackle, common, 60%.

BOLTS.

Carriage, ¾ and smaller, 60%; 7-16 and larger, 50%; machine, ¾ and under, 60%; 7-16 and over, 50%; machine set screws, 65%; plough bolts, 45%; nuts, small lots, 2c off; case lots, \$2.75 off; stove bolts, 77½%; sleigh shoe bolts to ¾, 50%; 7-16 and up, 40%.

BUILDING PAPER.

No. 1 tarred, 57½c to 88c per roll, according to quality; plain 45c to 72c; tarred, felt, 8 and 10 oz., \$2.60; 16 oz., \$2.85 per 100 lbs.

BUTTS.

Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.

Coil, 3-16 in., \$10.00; ¼, \$7.25; 5-16 \$5.85; ¾, \$5.00; 7-16, \$4.75; ½, \$4.50; 9-16, \$4.55; ¾, \$4.40; ¾, \$4.25. Logging, 5-16, 6¼c; ¾, 5¼c; Tie out, 70 and 10 per cent.

CHURNS.

Barrel, No. 0, \$5.13; No. 1, \$5.13; No. 2, \$5.70; No. 3, \$6.27; No. 4, \$4.71 each.

CLEAVISES, MALL.

7½c per lb.

COPPER.

Sheet and planished copper, 34c per lb. Tinned, 27c. Mraziers' soft copper, 10-24 26c; 26, 27½c.

DRILLS.

Bit Stock, 60 per cent.; Blacksmith, * in., round shank, 55 p.c.

ENAMELWARE.

Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60%.

FERRULES AND RINGS.

30 per cent. off.

FILES.

American, 70 and 12*%.

FIXTURES.

Stall hollow bar, No. 3, \$1.00.

GALVANIZED WARE.

37½ per cent.

GASOLINE.

Painters' naphtha, bbls., 21c per gal.; \$3.45 per case.

GLASS, WINDOW.

	Single.	Double.
Up to 25 in.	4 50	6 25
26 to 40	4 85	6 75
41 to 50	5 40	7 75
51 to 60	5 90	8 50
61 to 70	6 40	9 25
71 to 80	7 00	10 25

GLASS (Plate).

35% off f.o.b. Regina, Winnipeg, Calgary, and Edmonton.

GRINDSTONES.

Per 100 lbs., \$1.75.
Mounted on steel frames, \$4.50.

HINGES.

Light T and strap, 60 per cent.
Corrugated strap, in bulk, 4, 5, 6, 8, 10 and 12, 80c, \$1.08, \$1.40, \$2.25, \$3.40 and \$5.20.

Corrugated strap, 4, 5, 6, 8, 10, and 12, 80c, \$1.08, \$1.40, \$2.25, \$3.40 and \$5.20.

HORSESHOES.

Iron, No. 0 to 1, \$4.90; No. 2 and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel, No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$6.50.

JACKSCREWS.

60 per cent. off list.

KNOBS.

Door, 307, \$1.20.

IRON BAND.

1½ in., \$2.85; 1¼, \$2.85; 1 in., \$2.95.

IRON, GALVANIZED.

	Apollo and "Fleur de Lis." Head."
10% oz. or 28 Eng.	5 00 5 35
28 Am. or 26 Eng.	4 75 5 10
26 Am. or 26 spec'	4 50 4 85
24 Am. and Eng.	4 35 4 70
22 Am. and Eng.	4 35 4 70
18 & 20 Am. & Eng.	4 25 4 55
16 Am. and Eng.	4 10 4 40

IRONS, SAD.

Common Sad Irons, 8 lbs. and 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set 0 95
Mrs. Pott's No. 50, set 1 00

Asbestos Sad Irons

No. 100, set 1 80

No. 70, set 1 65

Mrs. Pott's common sad iron handles, 55c a dozen. Mrs. Pott's improved, \$1.06 a dozen.

LANTERNS.

No. 2, plain 7 25
No. 20, X-ray 11 00
No. 22, Dash-board 9 75
Trullite short globe, doz. ... 7 25

LEAD PIPE.

\$7.50 coil; less coil, \$8 cwt.

LEAD WASTE.

\$3 to \$8.50 per cwt.

LINSEED OIL.

Raw, per gal., 71c; bottled, per gal., 74c.

These prices are for barrels. Less amounts 5c per gal. extra. with additional charges for cans. etc.

LOCKS.

Peterboro and fittings, 45 per cent.

MATTOCKS.

Pick, \$5.75; cutter, \$5.75.

NAILS.

Wire, f.o.b. Fort William, \$2.40 base; Winnipeg, \$2.80 base. Cut, f.o.b. Winnipeg, \$3.35.

NAILS, HORSE.

Capewell, 10 and 5 off list.

NETTING.

Poultry, 50%.

NUTS.

Square and hex., small lots, f.o.b. \$2 off; case, \$2.75 off.

OIL CANS.

	Gal.	Tin.	vanized.
Half gal., dome top	\$2 10	\$3 04	
One gal., dome top	\$2 55	3 42	
Two gal., dome top	3 97	4 55	
Three gal., dome top	5 10	7 35	
Five gal., dome top	6 34	8 25	

OILS.

Silver Star oil, 18½c gal.; Royalite oil, 16c gal.; Palacine oil, 18½c gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS.

Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, barrel, \$2; less than barrels, \$3; American vermilion, 12c; English vermilion, \$1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, \$8.50, 9c lb. for less.

PARIS GREEN.

1 lb. pkgs., 21½c small lots and cases.

PICKS.

Clay, 6-7, \$4.50 per dozen.

PIPE, IRON.

¾ inch, \$3.50; ½ inch, \$3.60; ½ inch, \$4.20; ¾ inch, \$5; 1 inch, \$7.35; 1¼ inch, \$9.90; 1½ inch, \$12; 2 inch, \$16; 2½ inch, \$25.60; 3 inch, \$33.45.

IRON PIPE.

Black, ¾ inch, \$2.50; ½ inch, \$2.60; ½ inch, \$3.20; ¾ inch, \$3.75; 1 inch, \$5.50; 1¼ inch, \$7.45; 1½ inch, \$8.90; 2 inch, \$12; 2½ inch, \$19.25; 3 inch, \$25.15; 3½ inch, \$30.25; 4 inch, \$35.60; 4½ inch, \$42.35; 5 inch, \$49.75; 6 inch, \$64.40.

PLASTER.

Paris, per bbl., \$3.25.

PLATES, CANADA.

Half polish, 6-7 inch, \$3.50; 8 inch, \$3.75; full polish, 6-7 inch, \$4.50; 8 inch, \$4.75. Black sheets—28 gauge, \$3.60; 26, \$3.45; 24, \$3.35; 22, \$3.35; 18-20, \$3.35; 14-16, \$3.10; 10-12, \$3.15.

PLOW SHARES 10c per lb.

POINTS.

Landslide plow, 1½x14 in., \$1.75 per dozen.

PURTY.

Casks, 2.50 per 100 lbs., gross weight; bladders, in barrels, \$3.15; bladders, 100 lb. cases, \$3.40.

RASPS.

Heler's, 70 and 5 per cent.; Heler's horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.

Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 36c; 10, 38c; coppered, No. 8, 17c; 10, 18c.

ROPE.

Sisal, 10c base; pure Manila, 15½c base; British Manila, 12½c base; lath yarn, 9½c base.

SAWS, BUCK.

Happy Medium and Watch Spring, \$4.25; Lance Tooth or Lightning blades, \$6.50; New Century, \$6.50; Maple Leaf, \$5.25; Prince Rupert, \$8.00.

SCALES.

Standard scale, 25 per cent. off; Union scale, 45 per cent. off. Both quotations f.o.b. Winnipeg.

SCREWS.

Bright iron round head, 10 and 5 per cent.; flat head, 85, 10, 10 and 5 per cent.; round head, brass, 70, 10 and 5 per cent.; flat head, brass, 75, 10, 5 per cent.; coach, 60 per cent.

SCYTHES.

Brush, \$8.25.

Grass, \$6.50 to \$8.

SHOT.

Soft, \$9.25 per 100 lbs.; chilled, \$9.65; buckshot, \$10.05; ball, \$10.15.

SHEET ZINC.

Cask lots, 10½c; small lots, 10½c.

SHOVELS AND SPADES.

Jones polished, \$8.10 per doz.; Fox & Olds, \$7.10 per doz.; Scoops, D-handled, "Black Cat." No. 1, \$7.70; No. 4, \$8.20; No. 5, \$8.50; No. 6, \$8.75; No. 8, \$9.25; No. 10, \$9.80.

SNATHS, SCYTHE.

Grass, No. 2, \$2.75; brush, No. 1, \$3.25.

SOLDER.

Per pound, 25 to 26 cents.

SPIKES.

Pressed, ¼ in., \$4.50; 5-16, \$4.15; ¾, \$3.90; 7-16, \$3.80; ½, \$3.75; ¾, \$3.75.

STAPLES.

Bright wire per cwt., \$2.50 at Fort William, \$2.90 Winnipeg; galvanized staples, \$3.15 Winnipeg.

STEEL.

Sleighshoe, \$2.85 base per cwt.; plow, common, \$4.50; crucible plow, \$5.50; angle, \$3.25; harrow, \$3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9½c base; spring, \$3.40; machine, \$3.75 base; tire, \$3.00.

STEEL SQUARES.

40 per cent. off new list.

STOVE PIPE.

Rivet. Patent'd 6 in., per 100 ft. ... 9 00 9 05

7 in., per 100 ft. ... 9 50 9 75

STOVE PIPE ELBOWS.

6 inch, per doz. 1 42

7 inch, per doz. 1 59

8 inch, per doz. 2 37

TACKS.

Carpet, 75-10 per cent. off list.

TIES.

Cow, 35 per cent.

TIN AND TIN PLATE.

Block tin, 45c per lb.

	Per Box
20 x 28 I.C.	10 00
20 x 28 I.X.	12 00
20 x 28 I.X.X.	14 00
Terne Plates	10 00

TOOLS, HARVEST.

Ordinary, 50 per cent.

TURPENTINE.

Per gal., barrel lots, 80c.

VARNISHES.

	Per gal. cans
Carriage No. 1	1 75
Elastic Oak	1 90
Furniture No. 1	1 00
Gold size Japan	2 25
Turps, brown Japan	1 00
Crystal Damar	2 50
Oilcloth	2 25
Granite floor finish	2 25
Pure white shellac varnish	2 20
Pure orange shellac varnish	2 00
Lumivette	2 06
Best wearing body	5 60
Best gearing varnish	4 00
Extra light hard oil	1 90

WASHERS.

Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHIFFLETREE CLIPS AND RINGS, NECK YOKE CENTRES.

42½ per cent. off the list.

WHITE LEAD.

Decorators' pure white lead.

9.40 per cwt.

WIRE BARE.

Per Spool of 80 Rods f.o.b.

Lyman 4-point, Fort William, \$1.90; Winnipeg, \$2.25; Glidden

2-point, Fort William, \$1.77; Winnipeg, \$2.10; Baker 2-point,

Fort William, \$1.75; Winnipeg, \$2.07; Waukegan, Fort William,

\$1.75; Winnipeg, \$2.07; Alberta

2-point, Fort William, \$1.70; Winnipeg, \$1.98; American special

2 point, Fort William, \$1.40; Winnipeg, \$1.65; plain twist, per

100 lbs., Fort William, \$2.75; Winnipeg, \$3.15; coil spring, No.

9, per 100 lbs., Fort William, \$2.15; Winnipeg, \$2.25; No. 12,

Fort William, \$2.25; Winnipeg, \$2.65; plain galvanized wire, No.

9, Fort William, \$2.10; Winnipeg, \$2.50; No. 12, Fort William, \$2.20;

Winnipeg, \$2.60.

WIRE CLOTH.

Patented screen, in 100 ft. rolls,

\$1.60 per hundred sq. feet; in 50

ft. rolls, \$1.70 per 100 sq. feet.

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(REGISTERED TRADE MARK)

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Good ingrain wallpaper is expensive and when dirty must be renewed. It fades and should a picture be moved or a piece of furniture shifted to another part of the room the glaring difference between the part which has been exposed to the light and the part which has been protected from it, is so great that the picture or furniture must quickly be replaced, or the paper taken off and new put on.

SILKSTONE Flat Wall Colour gives the same handsome effect—in fact the average person cannot tell the difference, and should it get dirty, it can be washed with soap and water without harm. SILKSTONE will not fade; will not blister or peel off; can harbor no germs; is sanitary and contains no poisonous materials. Your customers will appreciate this beautiful material which they can apply themselves with perfect satisfaction and small cost.

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Price, \$1.00 per pair.

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Made in Canada by

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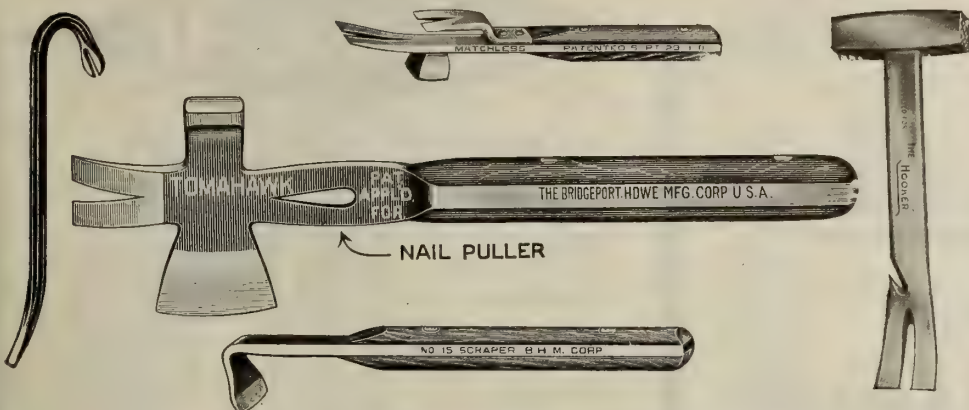
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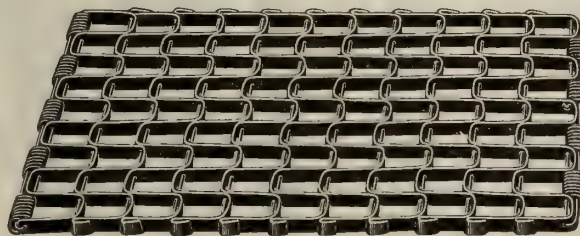
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BRASS
Fire Sets,
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Parker Steel Sheet Metal
Screws and Parker
Stop Punches

You all know Parker Steel Sheet Metal Screws. You know how neatly, how easily, how securely they connect joints in ducts, cornices, etc. You know, too, how much time and labor they save. Now we've doubled their effectiveness by providing with each size a specially designed

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The most inexperienced man can obtain the best results with the use of these Punches. For they punch holes of the correct size only—holes which tests have proven to be just right for the best results.

Now while you think of it, write us for booklet which illustrates and describes in detail the Screws as well as the Punches.

The Punch

Made of high-grade tool steel, 6" long. Three sizes—one for each size Screw.

The Screws

Three sizes—
 $\frac{1}{8}" \times \frac{1}{2}"$,
 $3-16" \times \frac{3}{4}"$,
and $\frac{1}{4}" \times \frac{7}{8}"$

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Manufacturers of Engineers' and
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of
every description
for building purposes

*Sheet, Plate, Figured
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A trial will convince you that our
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Handle
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is a durable piece of workmanship. From the rigid metal handle to the swatter cloth, it is put together to give long service. Its flexibility insures wear, and the felt protection to the swatter cloth protects the furniture or curtains against mar or the ripping of threads. It is 15 inches long, 5 inches wide. The handle is 1/4-inch flat plated steel. Standard wire cloth is used. The felt is sewed on in such a way that it is sure to stay. The "Kant Scratch" at 10c is a sure seller. Packed one dozen in a highly attractive, eye-catching box.

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We guarantee these soles to outwear all others.

We know that they're exceptionally good because we make them from our own leather.

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SAFETY FIRST mechanism placed at side, not on tub.

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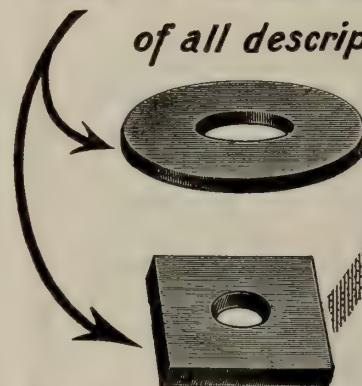
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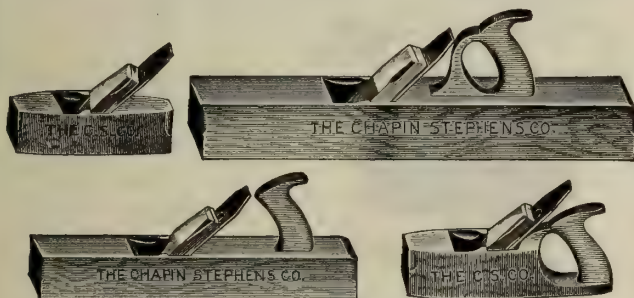
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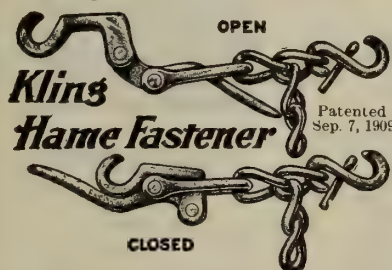
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At the request of many of our readers and in order to assist Canadian hardwaremen in such a manner as to make it easy for them to use illustrations of staple hardware lines in their newspaper, circular or catalogue advertising. Hardware and Metal's editorial department has instituted a new service, viz., the supplying of electros of staple hardware lines at a reasonable price. Many merchants claim that the electros they have on hand are of such large proportions and occupy such large space that their use is almost prohibitive on account of the cost of newspaper space. By using small electros of seasonable goods the merchants will be able to feature several lines in one advertisement at a very reasonable cost. Hardware and Metal will from time to time publish seasonable advertising suggestions in which electros here shown will be used. In ordering electros be sure and order by numbers. Price of electros shown on this page is 15c each. Cash with order. Address all orders to Hardware and Metal, 143-153 University Ave., Toronto, Ont. Series No. 1.



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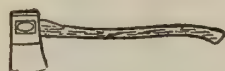
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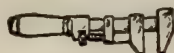
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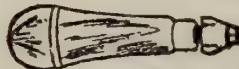
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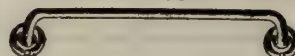
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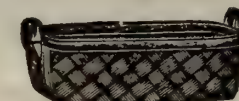
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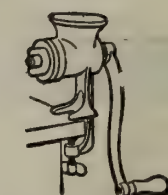
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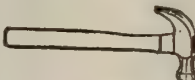
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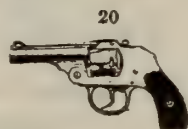
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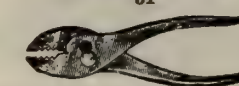
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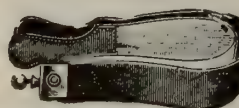
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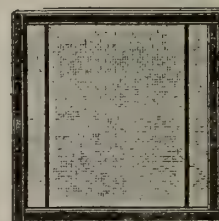
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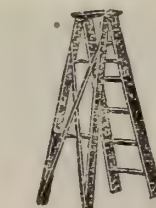
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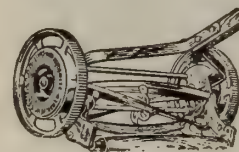
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HARDWARE AND METAL'S ELECTRO SERVICE



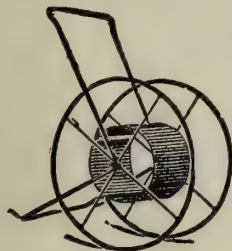
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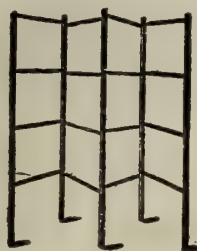
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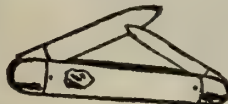
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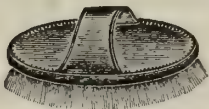
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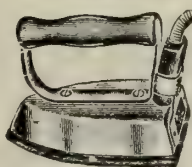
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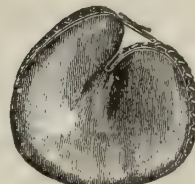
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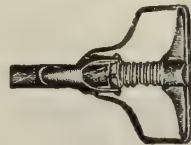
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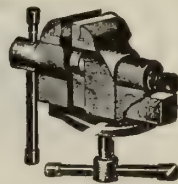
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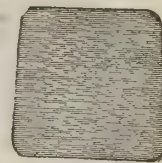
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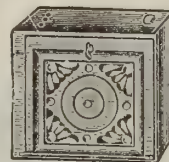
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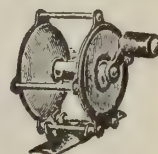
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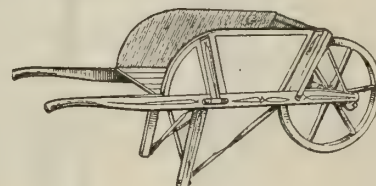
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Electros on this page will be supplied at 15 cents each. Cash with order. Be sure and order by number.

Address all orders for cuts to

Hardware and Metal, 143-153 University Ave., Toronto, Canada

Mrs. Vrooman's Sink Strainer

"A WOMAN'S INVENTION FOR THE WOMEN"



This is a remarkably handy and fast selling line.

It fits the corner of the sink and is either attached to the edge by heavy wire hooks or stands on metal legs.

This strainer prevents the clogging of the plumbing, enables the housewife to strain anything without littering the sink.

Made in six different styles and sizes.

Write for catalogue and price list.

Andrews Wire Works

of Canada, Limited

WATFORD

ONTARIO

What Do You Earn?

Don't think us impertinent. We want you to put the question to yourself, and to supplement it with the further question, "Could you earn any more?"

Certainly you could, if your wasted evenings could be used to advantage.

Why not let The MacLean Publishing Company help you out? They will appoint you circulation solicitor in your district for MacLean's Magazine.

When you have tried it you may find it pays you well enough to give your whole time to it. That has been the experience of many before you.

The MacLean Pub. Co.

143-153 University Ave.

TORONTO

Atlas 10 Cent Fly Swatter

This swatter has an extra long handle—10 inches. It is very neatly and securely bound with soft green felt—cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible—will outlast any now on the market.

Our 5 cent swatter is the best ever sold for a nickel. Also it has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

Atlas Mfg. Co.
New Haven, Conn.



NORCROSS

Cultivator-Hoes and Weeders

ARE EASY TO INTRODUCE, because they cost but little more than the ordinary hoe, and THEREAFTER MAKE BIG DEMAND, because users tell their neighbors how they can accom-



plish much more and better work with less labor.

With a choice of three sizes at varying prices—including the HIGHEST QUALITY THAT GOOD MATERIAL, WORKMANSHIP AND SPECIALIZING CAN PRODUCE, you can satisfy every possible requirement of a customer.



We do not make wheel plows. Illustration shows how 5-prong tool will attach, by means of our UNIVERSAL CONNECTION furnished extra at small cost. Ask us for literature and name of your nearest jobber who handles the "Norcross" Garden Tools.

C. S. Norcross & Sons

Manufacturers
BUSHNELL, ILL.

KINDLY MENTION
THIS PAPER WHEN
WRITING ADVERTISERS

SCREW HOLES

Will become a staple
line like nails

Just as you wouldn't think of not handling nails, screws, tacks, etc., now, you won't think of doing away with our simple SCREW HOLES after you have tested their selling qualities.

They make big demand everywhere, because they are a practical necessity that really pay for themselves in time and trouble saved.

Write for **FREE MOUNTED SAMPLE.**

Screw Holes can be used in anything that will contain a hole, wood, metals, cement, etc.

Stine Screw Holes Company
Decatur, Illinois, U. S. A.

ROOFING

Of Quality

"BLACK CAT" "GOOD LUCK" } RUBBER
"McCOMB'S SPECIAL" } ROOFINGS

Write for Prices.

J.H. McComb
Limited
Montreal



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made for Machine. Packed singly-packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.



YOUR GUARANTEE

GIPE-HAZARD STORE SERVICE CO., LTD.
97 Ontario St., Toronto, Canada



INSTALL Gipe-Hazard Carriers — use them ten days—put them to every test—and if they do not give quicker, better and more satisfactory store service than any other system, they may be returned at our expense. Fair enough, is it not? Investigate our modern Electric Cable Cash Carrier and Pneumatic Dispatch Tubes.

Send for our new Catalogue F.



TOBOGGANS

Get prices now

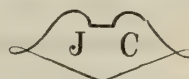
J. E. BEAUCHAMP & CO.
Coristine Building MONTREAL

Steel Rules, Gauges,
Etc.

CHESTERMAN'S

MEASURING TAPES Linen and Steel

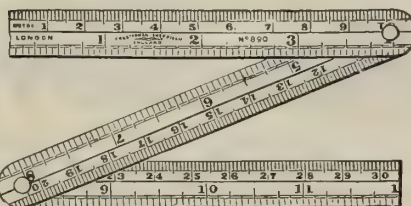
TRADE



MARKS

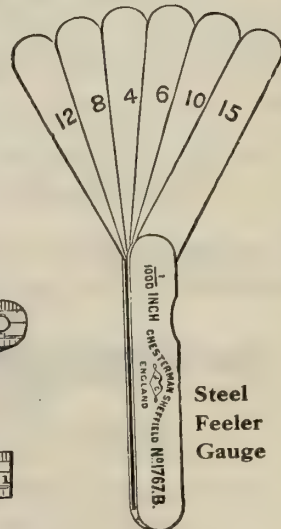


THE BLE



Steel Pocket Rule

Engineers' Small
Tools



Steel
Feeler
Gauge



For Prices, Catalogues, etc., apply to

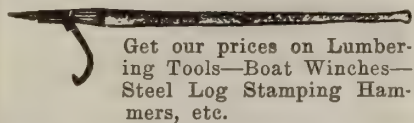
F. H. SCOTT, 404 Coristine Bldg., Montreal

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.



Get our prices on Lumbering Tools—Boat Winches—Steel Log Stamping Hammers, etc.

ARGALL BROS., - - General Ironworkers
Estb. 1860 Three Rivers, P.Q.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD..
HAMILTON, ONT.

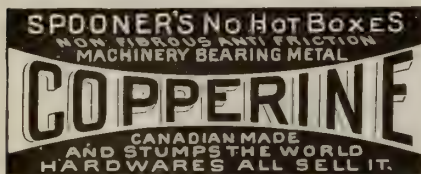


Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in handsome colors.

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to Henry T. Seymour Shear Co.

Selling Agents, WIEBUSCH & HILGER, Ltd., New York

A. MacFARLANE & CO. Montreal
Canadian Agents



PRIEST'S CLIPPERS

THAT'S
SUFFICIENT

SEND FOR CATALOG TO
American Shearer Mfg. Co.,
Nashua, N.H., U.S.A.

Wiebusch & Hilger, Ltd., Special New York
Representatives, 106-110 Lafayette Street

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Pelotte Plates.

100 Years of Peace

Between the United States and Canada
WALKER'S CORK SCREWS
have been sold in Canada for a quarter of that time, and more of them will be sold because they are all guaranteed not to bend or break in use.

All jobbers in Canada have them in stock. Insist on getting "Walkers." Our 1914 catalogue should be in every hardware store. Write us for it.
ERIE SPECIALTY COMPANY, Erie, Pa., U.S.A.



Write for a catalogue of Feed Cookers, made in all sizes, James Bros. Foundry Co., Perth, Ont. Western Representative A. E. Hinds & Co., 420 Chamber of Commerce, Winnipeg, Man.

A want ad. in this paper will bring replies from all parts of Canada.

You can talk across the Continent for two cents per word with a want ad. in this paper.

BOLTS, RIVETS, WIRE & WIRE NAILS

Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.

THE NORTHERN BOLT & SCREW COMPANY, LIMITED, OWEN SOUND.



ARCTIC METAL

The babbitt that wears well. Have you tried it?
Get a sample box from your dealer and prove it.

Tallman's reputation is in the goods.

Tallman Brass & Metal Co.
HAMILTON, ONT.

Natural Gas Goods

of every description

at

T.F. Bermingham's

20 John Street South, Hamilton, Ont.

Metallic Nickel SHOT, BLOCKS, INGOTS

ALSO ELECTROLYTIC NICKEL

(99.80% PURE)

Prime Metal for the manufacture of Nickel Steel, German Silver, Anodes and all Alloy purposes.

THE INTERNATIONAL NICKEL COMPANY

43 Exchange Place NEW YORK

NOVA SCOTIA STEEL & COAL CO., Limited, NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN
OPEN HEARTH STEEL



Oakey's

The original and only
Genuine Preparation
for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN Oakey & Sons, Limited
Manufacturers of

Emery, Black Lead Emery Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

LONDON

HIGH GRADE

We have economical and correct methods of production, which means that you get bar iron that is absolutely reliable in toughness, strength and workability at the lowest prices. The consignments you receive from time to time are the same through and through. Carry a stock for your customers—a splendid profit awaits you. If you prefer we can ship direct from mill.

London Rolling Mills Co., Limited, London, Canada

Sales Agents
Manitoba, Bisett & Loucks, Limited,
Winnipeg; British Columbia, McPherson
& Teetzel, Vancouver.

BAR IRON

DRIVE WELL POINTS



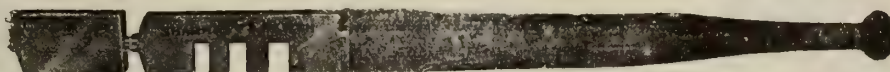
All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh. Also Tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps, Brass Wire Cloth, and Perforated Sheet Brass, Pump Leathers, Rod Couplings, Tank Lugs.

PROMPT SHIPMENTS

Otterville Manufacturing Co., Limited, Otterville, Ont.

Sharratt & Newth's Glaziers' Diamonds

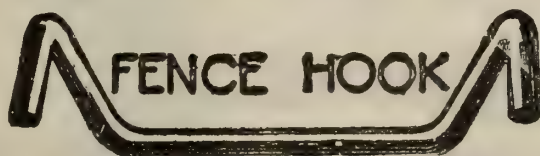
are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, ETC.

The Western Wire and Nail Co., Limited, London, Ont.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

FOR SALE

"HARDWARE" OLD ESTABLISHED. VERY profitable. Easy terms. This is a real opportunity. Apply to Box 116, Hardware and Metal, Toronto. (tf)

FOR SALE—PLUMBING, SHEET METAL and hardware business on main street in St. Catharines. Will be sold for fifteen hundred for cash buyer. Jas. M. Finlay, 305 St. Paul St., St. Catharines, Ont. (42)

WANTED

WANTED—A WELL-SELECTED, UP-TO-date Hardware Stock for removing into another town. Quote lowest rate on the \$1.00 spot cash that will buy it. Stock in Manitoba, Saskatchewan or Alberta preferred. Value of stock in the neighborhood of \$10,000.00. Give particulars as to what the stock contains and who are the manufacturers of the paints, stoves, etc. Address all communications to Box 135, Hardware and Metal, Toronto.

WE WANT FIRST-CLASS SALESMEN to sell our line of razors on commission basis. Can be carried as a side line. References required. Korn Razor Co., Little Valley, New York. (43)

TRAVELLER, AT PRESENT OCCUPIED, would like to make change. Have connection with hardware and heating trade; also jobbers and architects from coast to coast. Address inquiries to Box 136, Hardware & Metal, Toronto. (44)

SITUATIONS WANTED

HARDWARE CLERK DESIRES POSITION—has a knowledge of plumbing. Good references. Apply Box 133, Hardware & Metal. (42)

STOP!! HERE YOU ARE. SMART, ENERGETIC and capable hardware clerk, with up-to-date ideas, good salesman and window dresser. General furnishing and builders. 16 years' experience, good references, married, seeks permanency. West preferred. G. J. Shirley, Salmon Arm, B.C. 43

SITUATIONS VACANT

WANTED—RELIABLE, ENERGETIC MAN to secure subscriptions and renewals to MacLean's and Farmer's Magazines. Good income guaranteed to capable person. Apply by letter, stating qualifications, to The MacLean Publishing Company, Limited, 143-153 University Ave., Toronto, Ont.

MISCELLANEOUS

DO YOU WANT TO SELL OR BUY A business? If so, write Moore Bros., Business Brokers, 502 Lumsden Bldg., Toronto, Ont. (47)

SEND \$8 AND GET A FOLDING RUBBER bath tub, full size and guaranteed. Better than a bathroom. Address Ross, Gibson Block, Edmonton, Alta. (41)

THE NATIONAL CASH REGISTER COMPANY guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE—BY IN-stalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fensom Elevator Co., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.



A DUTY—WITH PROFIT

SHEET METAL CONTRACTORS:

See to your Son's, your Apprentice and young Mechanics' **EDUCATION** in Technical points of your trade.

Its **PATTERN DRAFTING: DETAILING:** WITH CONSTRUCTION METHODS that develop the brain. Our Courses are Complete in every branch of the trade.

WE ARE AUTHORIZED TO STATE AND ADVERTISE THESE HOME STUDY COURSES ARE APPROVED BY THE NAT'L ASSOCIATION OF S.M. CONTRACTORS.

We handle local classes as well as individual students.

FULL Particulars will be sent you free. Come, don't delay, but write **NOW.**

THE NATIONAL SCHOOL
3555 Olive Street, St. Louis, U.S.A.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

Make Use of This Page for all Your "Wants"

HARDWARE AND METAL, 143 University Ave., Toronto, Ont.

Enclosed find \$....., for which insert following advertisement in your "Want" Ad. Page times. (For Rates see top of this page.) (Each figure counts as one word)

.....
.....
.....
.....
.....
.....
.....

Signed

Town Province

**Big Profit and Satisfaction
in Selling**

"AYLMER" Force Pumps



They are certain to sell easily because it has several advantages over the ordinary style.

Has longer stroke, more power, and works easier.

While designed for hand use it can be readily converted into a Windmill Pump by the addition of a flat bar, which screws into the cross head at top.

It will be to your interest to write for full particulars now.

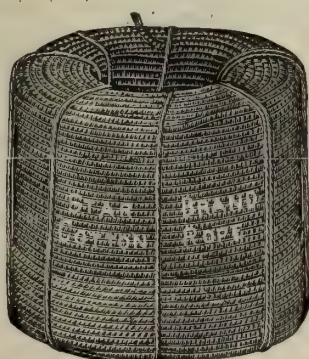
**Aylmer Pump and Scale
Company, Limited**
Aylmer, Ont., Canada



PUMPS ALL KINDS HAY TOOLS BARN DOOR HANGERS

For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and serviceability. WRITE.

F. E. Myers & Bro., Ashland, Ohio
J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches



A want ad. in this paper
will bring replies from
all parts of Canada.

Big Sales

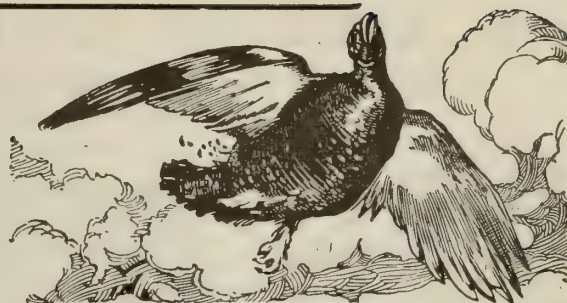
will come from
boosting shells loaded
with BALLIS-
TITE or NEW EM-
PIRE powders.

Be sure to specify
them when placing
your next order for
ammunition.

These powders are
extensively advertis-
ed in the most popu-
lar sportsmen's mag-
azines in Canada.
This advertising is
sure to bring you
steady customers if
you can supply the
goods.

Write us for full
particulars.

Nobel's Explosives, Ltd.
244 Chamber of Commerce
WINNIPEG



The Fastest Powder ever Put into Shells

Drop into your pockets a supply of shells
loaded with Ballistite next time you go
shooting—and bring home more birds.
Expert shots the world over have acclaimed

BALLISTITE

DENSE
SMOKELESS POWDER

"THE FASTEST EVER PUT INTO SHELLS."

It is uniform under all conditions, pos-
sesses high velocity, yet light recoil. Posi-
tively will not deteriorate.

NEW EMPIRE (Bulk)

In demand with all who prefer an easy load.

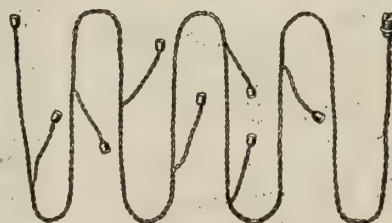
These famous powders can be had
in any shell loaded in Canada.



XMAS TREE LIGHTS



LARGEST
STOCK
NEWEST
and
NEATEST
GOODS



OUR PRICES LOWEST

Write at once for quotations

State approximate quantity you will buy and we
will surprise you. Don't miss this opportunity.

ANGLO-AMERICAN CO.
PITTSBURGH, U.S.A.



The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

Made by

A. SHAW & SON, London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

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It is a service we give free, and it is printed solely for the convenience of our readers.

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Can. Fairbanks-Morse Co., Montreal.

Account Registers.
Carborundum Co., Niagara Falls, N.Y.
Dominion Register Co., Toronto.

Aluminaum.
British Aluminum Co., Toronto.

Aluminum Ware.
Hoods, Ltd., Birmingham, Eng.
Northern Aluminum Co., Toronto.
Sheet Metal Products Co., Toronto.
Aluminum, Alloy, Ingot, Sheet, Wire.
British Aluminum Co., Toronto.

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Remington Arms Union Metallic Cartridge Co., New York.
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Eley Bros., Transcona, Man.

Animal Traps.
Oneida Community, Ltd., Oneida, N.Y.

Anchors.
Henderson & Richardson, Montreal.

Annunciator Systems.
Northern Electric Co., Montreal.

Anti-Rattlers (Boggy Shaft).
Fernald Mfg. Co., North East, Pa.

Anvils.
Brooks & Cooper, Sheffield, Eng.

Auger Bits.
Can. Fairbanks-Morse Co., Montreal.
A. C. Leslie Co., Montreal.

Can. Fairbanks-Morse Co., Montreal.
Ford Auger Bit Co., Holyoke, Mass.
Russell, Jennings Mfg. Co., St. Catharines.

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Can. Fairbanks-Morse Co., Montreal.
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Hendricks Novelty Co., Indianapolis.
Novelty Mfg. Co., Waterbury, Conn.
Prairie City Oil Co., Ltd., Winnipeg.

Babbitt Metal.
Can. Fairbanks-Morse Co., Montreal.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Alonzo W. Spooner, Ltd., Port Hope.
Tallman Brass & Metal Co., Hamilton.

Bags and Sacks.
Scythes & Co., Toronto.

Bails, Spoon.
The Andrew B. Hendry Co., New Haven, Conn.

Bar Iron.
Can. Fairbanks-Morse Co., Montreal.
Canadian Tube & Iron Co., Montreal.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Hamilton.
London Rolling Mills Co., London.

Bar Iron and Steel.
Dominion Iron and Steel Co., Ltd., Sydney.

Bale-Ties.
Laidlaw Bale-Tie Co., Hamilton, Ont.
The Stanley Works, New Britain.

Bath Room Fittings.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Landers, Frary & Clark, New Britain.
Novelty Mfg. Co., Waterbury, Conn.

Batteries and Accessories.
Can. Fairbanks-Morse Co., Montreal.
Northern Electric Co., Montreal.

Bells.
Taylor-Forbes Co., Guelph.

Bells, Electric.
Northern Electric Co., Montreal.

Belting.
Can. Fairbanks-Morse Co., Montreal.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Gutta Percha & Rubber Mfg. Co., Toronto.

Bicycles.
Bown Mfg. Co., Birmingham, Eng.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Bird Cages.
E. T. Wright Co., Ltd., Hamilton.
Andrew B. Hendryx Co., New Haven.

Bits.
Ford Auger Bit Co., Holyoke, Mass.
Progressive Mfg. Co., Torrington, Conn.
Russell, Jennings Mfg. Co., St. Catharines.

Blinder Twine.
Consumers Cordage Co., Montreal.
Independent Cordage Co., Toronto.

Bolts and Nuts.
London Bolt & Hinge Works, London.
The Steel Co. of Canada, Ltd., Hamilton.

Boilers and Radiators.
Pease Foundry Co., Toronto.
Gurney Foundry Co., Toronto.
Taylor-Forbes Co., Guelph.

Bolts.
Can. Fairbanks-Morse Co., Montreal.
Northern Bolt & Screw Co., Owen Sound, Ont.
Canadian Tube & Iron Co., Montreal.
London Bolt & Hinge Works, London.
The Steel Co. of Canada, Ltd., Hamilton.

Box Strapping.
Acme Steel Goods Co., Chicago.
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain.

Box Hinges and Locks.
Acme Steel Goods Co., Chicago.
The Stanley Works, New Britain.

Braces.
Goodell-Pratt Co., Greenfield, Mass.
Miller's Falls Co., New York.
Stanley Rule & Level Co., New Britain.

Brackets, Shelf.
Atlas Mfg. Co., New Haven, Conn.
The Stanley Works, New Britain, Conn.
Canada Steel Goods Co., Hamilton.
Taylor-Forbes Co., Hamilton.

Brakes, Metal Working.
Brown, Boggs Co., Hamilton.
Steel Bending Brake Works, Chatham.

Brass Goods.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chadwick Brass Mfg. Co., Hamilton.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.

Brass, Sheets, Tubes and Rods.
Tallman Brass & Metal Co., Hamilton.

Brazers.
Clayton & Lambert Mfg. Co., Detroit.

Bread Mixers.
Landers, Frary & Clark, New Britain.

Brushes.
Meekins & Sons, Hamilton.
Stevens-Hopar Co., Port Elgin.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Builders' Tools and Supplies.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Howland, H. S. & Sons Co., Toronto.
Lewis Bros., Ltd., Montreal.
Larkin Rule Co., Windsor, Ont.
Miller, Morse Hdw. Co., Winnipeg.
North Bros. Mfg. Co., Phila., Pa.
Simmons Hdw. Co., St. Louis, Me.
Stanley Rule & Level Co., N. Britain.
Winnipeg Paint & Glass Co., Winnipeg.

Builders' Hardware.
Belleville Hardware & Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
Evered & Co., Birmingham, Eng.
Howland, H. S. & Sons Co., Toronto.
Lawson Mfg. Co., Chicago.
May & Padmore, Birmingham, Eng.
Miller, Morse Hdw. Co., Winnipeg.
Richards Wilcox Can. Co., London.
The Stanley Works, New Britain, Conn.

Buildings, Metal.
Metal Shingle & Siding Co., Preston.
Pedlar People Ltd., Ottawa.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Burlap.
Dominion Oilcloth Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Burns.
P. L. Robertson Co., Milton.
The Stanley Works, New Britain, Conn.
Parmenter & Bulloch Co., Gananoque.
The Steel Co. of Canada, Hamilton.

Butts.
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain.
Taylor-Forbes Co., Guelph, Ont.

Butts and Hinges.
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain.
Montreal Hardware Mfg. Co., Montreal.
Taylor-Forbes Co., Guelph, Ont.

Butts, Spring.
Chicago Spring Butt Co., Chicago.

Calipers.
Can. Fairbanks-Morse Co., Montreal.
L. S. Starrett Co., Athol, Mass.

Calks.
Neverslip Mfg. Co., New Brunswick, N.J.

Cans.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

Carriers, Cash and Parcel.
Gipe-Hazard Store Service Co., Toronto.

Canada Plates.
A. C. Leslie & Co., Montreal.
Roofers Supply Co., Toronto.
B. & H. S. Thompson & Co., Montreal.

Carpet Sweepers.
Rissell Carpet Sweeper Co., Grand Rapids, Mich.

Cartridges.
Dominion Cartridge Co., Montreal.
Eley Bros., N. Transcona, Man.
Remington Arms Union Metallic Cartridge Co., Windsor, Ont.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.
Oneida Community, Limited, Niagara Falls, Ont.

Ceilings, Metal.
Metal Shingle & Siding Co., Preston, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Cement.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Canada Cement Co., Montreal.
Alfred Rogers, Ltd., Toronto.
Saskatchewan Glass & Supply Co., Moose Jaw.
B. & S. H. Thompson & Co., Montreal.

Cement Working Tools.
The Adamite Wheel & Mfg. Co., Hamilton.
Can. Fairbanks-Morse Co., Montreal.
T. Slack & Co., Toronto.

Chain, Manufacturers.
The Andrew B. Hendryx Co., New Haven, Conn.
McKinnon Chain Co., St. Catharines.
Oneida Community, Oneida, N.Y.
Standard Chain Co., Pittsburgh, Pa.

Chain, Trace, Logging, Halter, Dog Leads, Agricultural.
B. Greening Wire Co., Hamilton, Ont.
McKinnon Chain Co., St. Catharines.

Chafing Dishes.
Landers, Frary & Clark, New Britain.

Chisels.
Buck Bros., Milbury, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., N. Britain.

Churns.
Connor, J. H. & Sons, Ottawa, Ont.
Cummer-Dowdell, Ltd., Hamilton.
Maxwell, David, & Sons, St. Mary's.

Chutes.
O-Rib-O Mfg. Co., Winnipeg.

Clippers, All Kinds.
American Shearer Mfg. Co., Nashua, N. H.
Chicago Flexible Shaft Co., Chicago.

Clocks.
The Western Clock Co., La Salle, Ill.

Clothes Pins.
Wm. Kane & Sons Co., Newmarket, Ont.
Meekins & Sons, Hamilton.

Clothes Driers.
Cummer-Dowdell, Ltd., Hamilton.

Clothes Line.
Hamilton Cotton Co., Hamilton, Ont.

Clothes Wringers.
Cummer-Dowdell Ltd., Hamilton, Ont.
J. H. Connor & Son, Ottawa.
Maxwell, David, & Sons, St. Mary's.
American Wringer Co., New York City.

Coffee Percolators.
Landers, Frary & Clark, New Britain.
National Electric Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Colors, Dry.
A. Ramsay & Son Co., Montreal.
Canada Paint Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Cold Rolled Strip Steel.
Acme Steel Goods Co., Chicago.
The Morris & Bailey Steel Co., Pittsburgh, Pa.
The Stanley Works, New Britain, Conn.

Conductor Pipe.
Metal Shingle & Siding Co., Preston.
O-Rib-O Mfg. Co., Winnipeg.
The Pedlar People, Ltd., Oshawa.
Sheet Metal Products Co., Toronto.
E. T. Wright Co., Ltd., Hamilton.
Wheeler & Bain, Toronto.

Cord, Wire Picture.
The Andrew B. Hendryx Co., New Haven, Conn.

Cordage.
Hamilton Cotton Co., Hamilton.
Independent Cordage Co., Toronto.
Consumers Cordage Co., Ltd.
Scythes & Co., Toronto.

Cornices, Metal.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Cow Ties.
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.
Oneida Community, Limited, Niagara Falls.

Cultivators, Hand.
C. S. Norcross & Sons, Bushnell, Ill.

Cuspidors.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

Cutlery, Razors, Scissors, etc.
Caverhill, Learmont & Co., Montreal.
Crooks, Jonathan, & Son.
Dorken Bros. & Co., Montreal.
Henderson & Richardson, Montreal.
Howland, H. S. & Sons Co., Toronto.
Hutton, Jas., & Co., Montreal.
Lampough, F. W., & Co., Montreal.
Thos. Mortimer, Toronto.
McGlashan, Clarke Co., Ltd., Niagara Falls.

Dies.
Pratt & Whitney Co., Dundas, Ont.

Door Bolts.
Montreal Hdw. Mfg. Co., Montreal.
The Stanley Works, New Britain, Conn.
Taylor Forbes Co., Guelph, Ont.

Door Checks.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
Wm. Newman & Sons, Birmingham, England.

Doors, Screen.
Sanderson, Harold Co., Paris.

Door Hangers.
Canada Steel Goods Co., Hamilton.
Myers, F. E. & Bro., Ashland, O.
The Stanley Works, New Britain.
Richard Wilcox Canadian Co., London, Ont.
Taylor Forbes Co., Guelph, Ont.

Drills.
Pratt & Whitney Co., Dundas, Ont.

Drawer Palls.
P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Conn.

Drills, Brick and Stone.
Whitman & Barnes Mfg. Co., St. Catharines.

Dry Batteries.
Can. Fairbanks-Morse Co., Montreal.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Door Mats.
Kuhne-Anderson Co., Port Hope, Ont.

Dustless Dusters.
Channell Chemical Co., Toronto.

Dustless Mops.
Channell Chemical Co., Toronto.

Eavestroughs.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co., Toronto.

Electric Fixtures.
The Barton-Netting Co., Ltd., Windsor.

Electric Irons.
Chicago Flexible Shaft Co., Chicago.
Flexible Conduit Co., Guelph, Ont.
Renfrew Electric Mfg. Co., Renfrew.
Ideal Electric Mfg. Co., Wallaceburg.
Landers, Frary & Clark, New Britain.
National Electric Mfg. Co., Toronto.

Emery or Corundum Wheels.
Can. Fairbanks-Morse Co., Montreal.
The Carborundum Co., Niagara Falls, N.Y.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.

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Can. Fairbanks-Morse Co., Montreal.
The Carborundum Co., Niagara Falls, N.Y.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.

Electric

ADVERTISING is intended to stimulate trade; to establish a connection for the advertiser and make his name well known; to standardize his product and educate the public to an appreciation of its advantages.

¶ If advertising is useful in times of peace, should it not be just as helpful in times of war?

¶ Should not the connection established during a period of commercial prosperity be maintained, even strengthened, until prosperity returns?

¶ Should not the process of familiarizing and educating go on?

¶ If not, why not?

¶ Changes are taking place in the industrial life of Canada. New businesses are coming into existence, some encouraged by the unusual conditions—others undaunted by them. New markets are being opened up. The industrial map of Canada, like the geographical map of Europe, is changing.

¶ The persistent advertiser will keep in touch with his old friends and meet the newcomers. During times of war he will get his share of business and when the war is over his prestige will have been strengthened and his connection enlarged. He will have lost nothing and gained much.

HARDWARE & METAL

143-153 University Avenue, TORONTO

HARDWARE AND METAL

CLASSIFIED LIST OF ADVERTISEMENTS

Electricians' Supplies.

Northern Electric Co., Montreal.
Emery Cloth.
 Can. Fairbanks-Morse Co., Montreal.
 John Oakley & Sons, Ltd., London, Eng.
 G. F. Stephens & Co., Winnipeg.
Emery Wheels.
 The Adamite Wheel & Mfg. Co., Hamilton.
 Jno. Oakley & Sons, Ltd., London, Eng.

Enamels.

Canada Paint Co., Montreal.
 Glidden Varnish Co., Toronto.
 Martin-Senour Co., Montreal.
 Pratt & Lambert, Bridgeburg, Ont.
 A. Ramsay & Son Co., Montreal.
 Sherwin-Williams Co., Montreal.
 G. F. Stephens & Co., Winnipeg.
 Winnipeg Paint & Glass Co., Winnipeg.

Enameled Ware.

Hoods, Ltd., Birmingham, Eng.
 Thos. Davidson Mfg. Co., Montreal.
 McClary's, London, Ont.
 Sheet Metal Products Co., Toronto.
 E. T. Wright Co., Ltd., Hamilton.

Escutcheon Pins.

The Parmenter & Bulloch Co., Gananoque, Ont.
 The Steel Co. of Canada, Ltd., Hamilton.

Fasteners, Storm, Sash & Screen.
 The Stanley Works, New Britain, Conn.
 Taylor Forbes Co., Guelph, Ont.

Fencing, Woven Wire.

The Steel Co. of Canada, Ltd., Hamilton.
 Banwell-Hoxie Wire Fence Co., Hamilton.

Filters.

A. Ramsay & Son Co., Montreal.
Figured Rolled Glass.
 A. Ramsay & Son Co., Montreal.

Files and Rasps.

Barnett Co., G. & H., Philadelphia.
 Can. Fairbanks-Morse Co., Montreal.
 Delta File Works, Philadelphia, Pa.
 Duxton, Henry, & Sons, Philadelphia.
 Nicholson File Co., Port Hope.
 Simonds Canada Saw Co., Ltd., Montreal.

Firearms and Ammunition.

Harrington & Richardson Arms Co., Worcester, Mass.
 Iver-Johnson's Arms & Cycle Works, Fitchburg, Mass.
 Remington Arms U.M.C. Co., Windsor, Ont.

Fire Pots.

Clayton & Lambert Mfg. Co., Detroit.
 Northern Electric Co., Montreal.

Fire Door Fixtures.

The Stanley Works, New Britain.
 Richard Wilcox Can. Co., London.
 Taylor Forbes Co., Guelph, Ont.

Fire Place Furnishings.

The Barton-Netting Co., Ltd., Windsor, Ont.
 Winnipeg Paint & Glass Co., Winnipeg.

Fishing Tackle.

Abbey & Imbrie, New York.
 Andrew B. Hendryx Co., New Haven.

Flags.

Scythes & Co., Toronto.

Flashlights, Electric.

Can. Fairbanks-Morse Co., Montreal.
 Northern Electric Co., Montreal.

Flint Paper.

Jno. Oakley & Sons, Ltd., London, Eng.

Floor Wax.

Cooke & Boulton, Toronto.

Food Choppers.

Landers, Frary & Clark, New Britain.
 D. Maxwell & Sons, St. Mary's.

Forgings.

The Steel Co. of Canada, Ltd., Hamilton.

Fuel Chutes.

Galt Stove & Furnace Co., Galt.

Galvanizing.

Canada Metal Co., Toronto.
 Thos. Davidson Mfg. Co., Montreal.
 The Steel Co. of Canada, Ltd., Hamilton.

E. T. Wright Co., Ltd., Hamilton.

Galvanized Iron.

O-Rib-O Mfg. Co., Winnipeg.
 Henderson & Richardson, Montreal.
 John Lysaght, Ltd., Bristol, Newport and Montreal.

Pedlar People, Ltd., Oshawa.

B. & S. H. Thompson & Co., Montreal.

Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

Galvanized Steel Tanks.

Wayne Oil Tank & Pump Co., Woodstock, Ont.

Metal Shingle & Siding Co., Preston.

Galvanized Ware.

H. S. Howland, Sons & Co., Toronto.
 E. T. Wright Co., Ltd., Hamilton.
 McClary's, London, Ont.

Sheet Metal Products Co., Toronto.

Thos. Davidson Mfg. Co., Montreal.

Galvanized Wire.

Dominion Iron and Steel Co., Ltd., Sydney.

Garbage Cans.

Thos. Davidson Mfg. Co., Montreal.
 McClary Mfg. Co., London.
 Sheet Metal Products Co., Toronto.
 E. T. Wright Co., Hamilton.

Garden Cultivators.

C. S. Norcross & Sons, Bushnell, Ill.
 S. L. Allen Co., Philadelphia.

Garden Tools.

The Adamite Wheel & Mfg. Co., Hamilton.

Gas Fixtures.

The Barton-Netting Co., Ltd., Windsor, Ont.

Jas. Morrison Brass Mfg. Co., Toronto.

Gas Engines.

Can. Fairbanks-Morse Co., Montreal.

Gas Engine Silencers.

Maxim Silencer Co., Hartford, Conn.

Gasoline.

Pitner Gasoline Lighting Co., Toronto.

Gasoline Lamp Supplies.

Pitner Gasoline Lighting Co., Toronto.

Gasoline Tanks, Underground.

Wayne Oil Tank & Pump Co., Woodstock, Ont.

Gauges.

Can. Fairbanks-Morse Co., Montreal.
 L. S. Starrett Co., Athol, Mass.

Generators.

Hendricks Novelty Co., Indianapolis, Glass.

Toronto Plate Glass Importing Co., Toronto.

Winnipeg Paint & Glass Co., Winnipeg.

Consolidated Plate Glass Co., Toronto.

Miller, Morse Hdw. Co., Winnipeg.

Excelsior Plate Glass Co., Toronto.

A. Ramsay & Son, Montreal.

G. F. Stephens & Co., Winnipeg.

B. & S. H. Thompson & Co., Montreal.

Glass, Ornamental.

Consolidated Plate Glass Co., Toronto.

Excelsior Plate Glass Co., Toronto.

G. F. Stephens & Co., Winnipeg.

Toronto Plate Glass Importing Co., Toronto.

Winnipeg Paint & Glass Co., Winnipeg.

Glass, Sheet and Figured.

A. Ramsay & Son, Montreal.

Glass Paper.

A. Ramsay & Son, Montreal.

Jno. Oakley & Sons, Ltd., London, Eng.

Glass, Wired.

Pilkington Bros., Thorold, Ont.

G. F. Stephens & Co., Winnipeg.

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Sharratt & Newth, London, Eng.

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G. F. Stephens & Co., Winnipeg.

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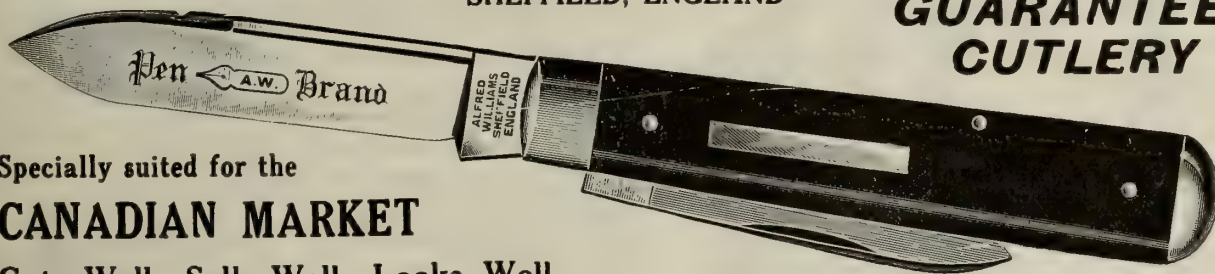
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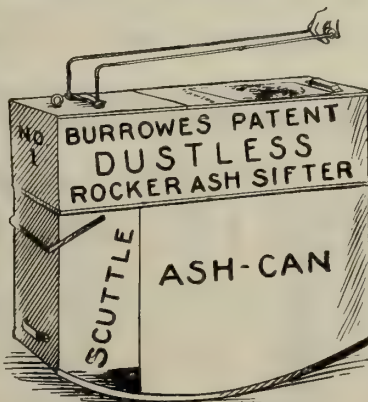
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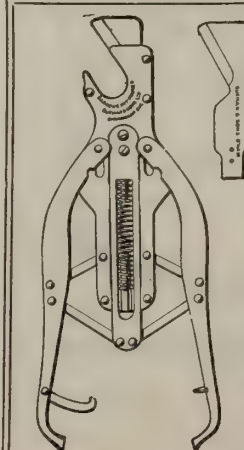
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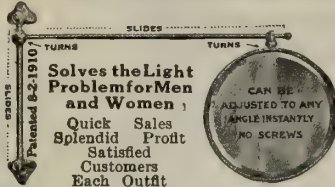
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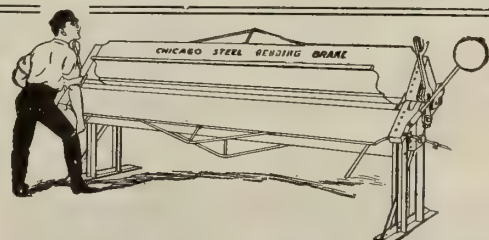
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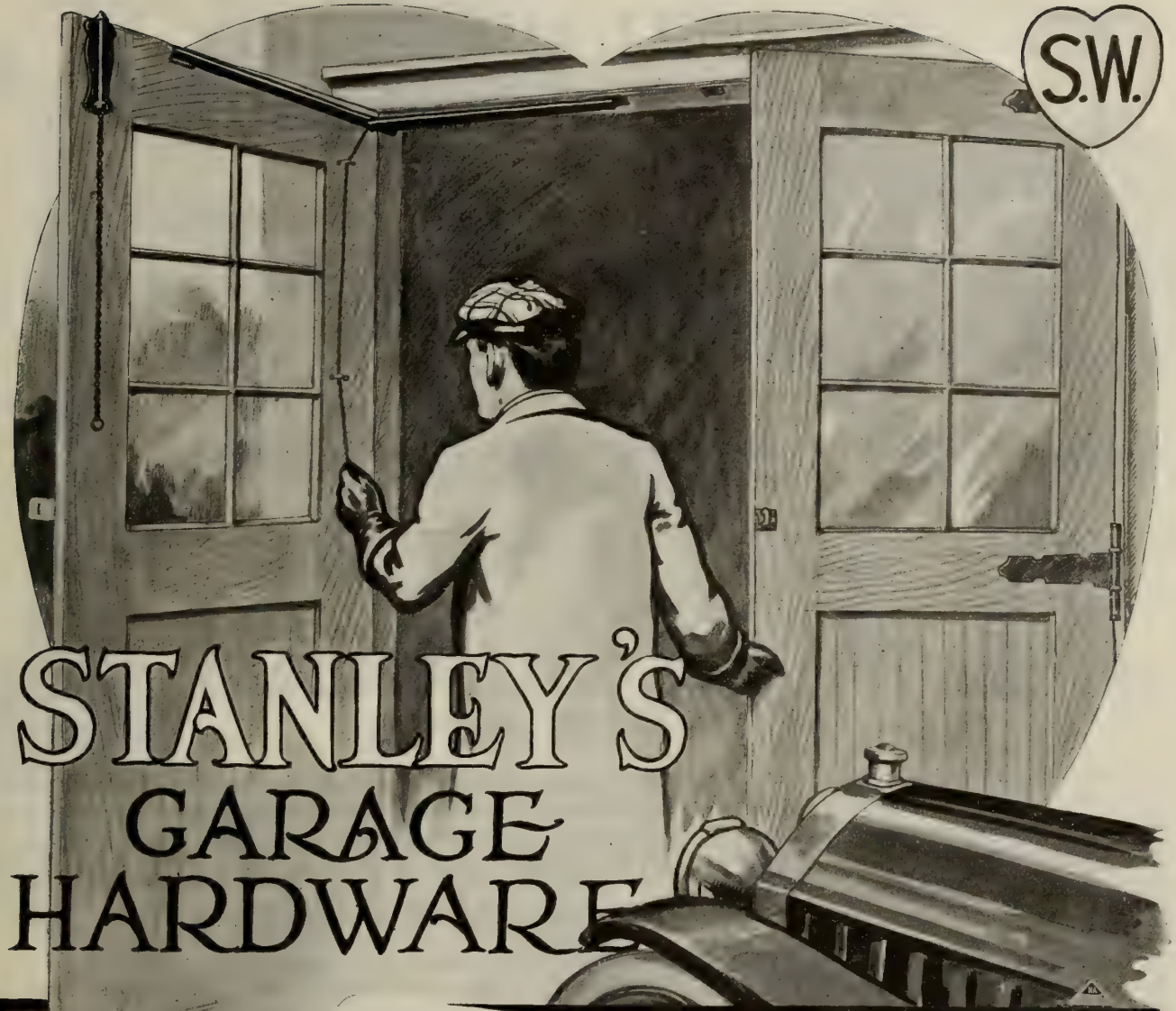
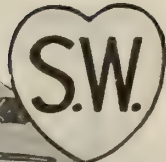
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Pails. Wm. Cane & Sons Co., Newmarket.	Power Grinders. The Adamite Wheel & Mfg. Co., Hamilton.	Registers. Kir-Ben, Ltd., Almonte.	Burrow, Stewart & Milne Co., Hamilton.
Paints, Oils, Varnishes. Berry Bros., Ltd., Walkerville, Ont.	Can. Fairbanks-Morse Co., Montreal.	Jas. Stewart Mfg. Co., Woodstock.	Can. Fairbanks-Morse Co., Montreal.
Brandram-Henderson, Montreal.	Pulleys (Sash, etc.). P. & F. Corbin, New Britain, Conn.	Reinforcing Concrete. Dominion Iron & Steel Co., Sydney	Screen Doors and Windows. Sanderson, Harold Co., Paris, Ont.
Canada Paint Co., Montreal.	Pumps. Can. Fairbanks-Morse Co., Montreal.	Rifles. Ross Rifle Co., Quebec.	Screen Door Sets. P. & F. Corbin, New Britain, Conn.
Dougall Varnish Co., Montreal.	R. C. McDougall Co., Galt, Ont.	Rivets. Taylor Forbes Co., Guelph, Ont.	The Stanley Works, New Britain, Conn.
Glidden Varnish Co., Toronto.	F. E. Myers & Bro., Ashland, Ohio.	Roofing. Northern Bolt & Screw Co., Owen Sound, Ont.	Screw Plates. Butterfield & Co., Rock Island, Que.
Imperial Varnish & Color Co., Toronto.	Pumps, Power. Canadian Fairbanks-Morse Co., Ltd., Montreal.	Revolvers. Iver Johnson's Arms & Cycle Wks., Fitchburg, Mass.	Can. Fairbanks-Morse Co., Montreal.
Paint and Varnish Remover. Dougall Varnish Co., Toronto.	Putty. Brandram-Henderson Co., Montreal.	Roofing Supplies. Barber Asphalt Co., Philadelphia.	Screw Driver Bits. Buck Bros., Milbury, Mass.
Dougall Varnish & Color Co., Toronto.	Canada Paint Co., Montreal.	The Can. H. W. Johns-Manville Co., Ltd., Toronto.	Screws, Nuts, Bolts. Northern Bolt & Screw Co., Owen Sound, Ont.
A. Ramsay & Son Co., Montreal.	Sherwin-Williams Co., Montreal.	H. S. Howland & Sons Co., Toronto.	Steel Co. of Canada, Ltd., Hamilton.
Winnipeg Paint & Glass Co., Winnipeg.	Steel Co. of Canada, Ltd., Hamilton.	Lewis Bros., Ltd., Montreal.	Screws, Wood. P. L. Robertson Mfg. Co., Milton.
Perforated Sheet Metals. Canada Wire & Iron Goods Mfg. Co., Hamilton, Ont.	G. F. Stephens & Co., Winnipeg.	Miller, Morse Hdwe. Co., Winnipeg.	Steel Co. of Canada, Ltd., Hamilton.
Greening, B., Wire Co., Hamilton.	Ranges. Kir-Ben, Ltd., Almonte.	Alex. McArthur & Co., Montreal.	Scythe Stones. The Carborundum Co., Niagara Falls, New York.
Pig Iron. Henderson & Richardson, Montreal.	McClary's, London.	Pedlar People, Ltd., Oshawa.	Shears, Scissors. Henry T. Seymour Shear Co., New York.
Steel Co. of Canada, Limited, Hamilton.	Galt Stove & Furnace, Galt.	Winnipeg Paint & Glass Co., Winnipeg.	G. F. Stephens & Co., Winnipeg.
A. C. Leslie & Co., Montreal.	Gurney Foundry Co., Toronto.	Roofing. The Can. H. W. Johns-Manville Co., Ltd., Toronto.	Shelf Boxes. Cameron & Campbell, Toronto.
Pipe Wrenches. Can. Fairbanks-Morse Co., Montreal.	Clare Bros., Preston.	McArthur, Alex., & Co., Montreal.	Shellacs. Berry Bros., Walkerville, Ont.
Trimont Mfg. Co., Roxbury, Mass.	Thos. Davidson Co., Montreal.	Metal Shingle & Siding Co., Preston.	Shovels and Spades. Can. Fairbanks-Morse Co., Montreal.
Pipe, Wrought, Lead and Galvanized. Can. Fairbanks-Morse Co., Montreal.	Findlay Bros., Carleton Place.	Miller, Morse Hdwe. Co., Winnipeg.	Lundy Shovel & Tool Co., Peterboro.
Can. Fairbanks-Morse Co., Montreal.	Jas. Stewart Mfg. Co., Woodstock.	Pedlar People, Ltd., Oshawa.	Shuttles. The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.
Can. Fairbanks-Morse Co., Montreal.	Rat Traps. Canada Wire & Iron Goods Mfg. Co., Hamilton.	United Roofing & Mfg. Co., Philadelphia, Pa.	Sieves and Screens. Canada Wire & Iron Goods Mfg. Co., Hamilton.
Can. Fairbanks-Morse Co., Montreal.	Oncida Community, Ltd., Niagara Falls.	Winnipeg Ceiling & Roofing Co., Winnipeg, Man.	B. Greening Wire Co., Ltd., Hamilton.
Can. Fairbanks-Morse Co., Montreal.	Simmons Hardware Co., St. Louis.	Winnipeg Paint & Glass Co., Winnipeg.	Silencers. Can. Fairbanks-Morse Co., Montreal.
Can. Fairbanks-Morse Co., Montreal.	Radiators. Gurney Foundry Co., Toronto.	Rope. Consumers Cordage Co., Montreal.	Silver Polish. American Metal Polish Co., West Somerville, Mass.
Can. Fairbanks-Morse Co., Montreal.	Ranges, Electric. Northern Electric Co., Montreal.	Rules and Gauges. Can. Fairbanks-Morse Co., Montreal.	Silverware. McGlashan, Clarke Co., Niagara Falls.
Can. Fairbanks-Morse Co., Montreal.	Razors. Jonathan Crookes & Son, Sheffield, Eng.	Jas. Chesterman & Co., Ltd., Sheffield, England.	Meriden Britannia Co., Hamilton.
Can. Fairbanks-Morse Co., Montreal.	Dorken Bros. & Co., Montreal.	J. Rabone & Sons, Birmingham, Eng.	Oncida Community, Ltd., Niagara Falls.
Can. Fairbanks-Morse Co., Montreal.	Jas. Hutton & Co., Montreal.	L. S. Starrett Co., Athol, Mass.	Standard Silver Co., Toronto.
Can. Fairbanks-Morse Co., Montreal.	Miller, Morse Hdwe. Co., Winnipeg.	Sad Irons. Taylor Forbes Co., Guelph, Ont.	Snow Shovels. The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.
Can. Fairbanks-Morse Co., Montreal.	Simmons Hardware Co., St. Louis.	Saws. Atkins, E. C., & Co., Hamilton.	Store Ladders. Richards-Wilcox Canadian Co., London, Ont.
Can. Fairbanks-Morse Co., Montreal.	Reamers. Butterfield & Co., Rock Island, Que.	Disson, Henry, & Sons, Philadelphia.	
Can. Fairbanks-Morse Co., Montreal.	Can. Fairbanks-Morse Co., Montreal.	Shurly Dietrich Co., Galt.	
Can. Fairbanks-Morse Co., Montreal.	Pratt & Whitney Co., Dundas, Ont.	Simonds Canada Saw Co., Montreal.	
Can. Fairbanks-Morse Co., Montreal.	Whitman & Barnes, St. Catharines.	Scales. Aylmer Pump & Scale Co., Aylmer.	
Can. Fairbanks-Morse Co., Montreal.	Razor Hones. Carborundum Co., Niagara Falls, N.Y.		
Can. Fairbanks-Morse Co., Montreal.	Red Lead. Brandram-Henderson Co., Montreal.		
Can. Fairbanks-Morse Co., Montreal.	Reels, Fishing. Abbey & Imbrie, New York.		
Can. Fairbanks-Morse Co., Montreal.	Refrigerators. McClary's, London.		
Can. Fairbanks-Morse Co., Montreal.	Sanderson & Harold Co., Paris.		
Can. Fairbanks-Morse Co., Montreal.	Register, Cash, Credit. Barr Registers, Ltd., Trenton.		
Can. Fairbanks-Morse Co., Montreal.	Dominion Register Co., Toronto.		



STANLEY'S GARAGE HARDWARE

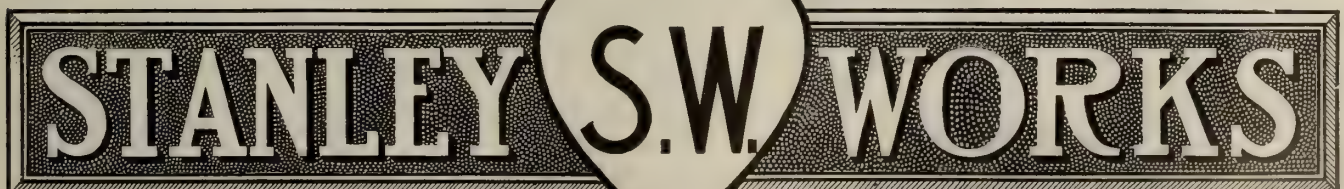
Automobile Owners are desirable and profitable customers and can afford to buy the best in garage hardware.

Everything for the Garage Door Hinges, Holder, Hasps, Handles, Bolts

No. 1457 Ball-bearing Garage Hinges with 10 and 24-inch straps.
No. 1775 New Garage Door Holder. See illustration above.
No. 915½ Extra Heavy Safety Hasp. Screws concealed when hasp is locked.
No. 1125 5 and 7-inch Shutter Bar. An ideal fastener for inside of large front doors on Garages having side entrance.
No. 1055 10-inch Chain Bolt. Reversible and with 5 ft. or 24-in. Chain.

No. 1056 New 10-inch Foot Bolt to match the Chain Bolt.
No. 1252 Extra-Heavy Thumb-Latch—New.
No. 1245 Padlock eyes in three sizes: No. 1, 1½ x 1 5/16 inches; No. 2, 2¼ x 1¾ inches; No. 3, 2¾ x 2 3/16 inches. These padlock eyes may be used with No. 1252 Extra Heavy Latch.
No. 1265 and 1257 Heavy Handle or Pull.
All made from Stanley Wrot Steel in jappanned or rust-proof "Stanley Sherardized" finishes. Ask your jobber or write us for information.

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NEW BRITAIN
NEW YORK.

A. MACFARLANE & CO., Coristine Bldg., Montreal
CANADIAN REPRESENTATIVE

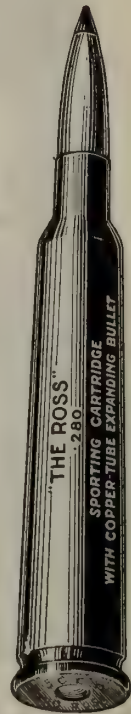
CONNECTICUT.
CHICAGO



EVER SELL AMMUNITION AT SO MUCH A HEAD?

Ross .280 Sporting Ammunition with copper tube expanding bullet (patented), may seem dear alongside of some ammunition, etc., but after reading what it does, how big game, seemingly lightly hit, falls paralyzed in its tracks — thus enabling sportsmen to materially increase their bag—one sees that the price per round is far from being the most important consideration.

It's a good time now to sell Ross Rifles and Ross Ammunition.



THE ROSS RIFLE COMPANY
QUEBEC, CANADA



JUST SHOW OUR CATALOGUE It will make MONEY for you.

IT IS NO TROUBLE TO ERECT OUR GOODS.

WE DO ALL THE DIFFICULT WORK FOR YOU.

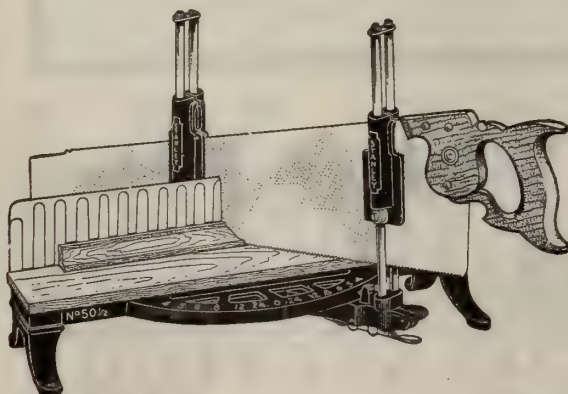
Mantels; Electric, Coal, Gas Grates; Portable Baskets, Gas Logs, Fenders and Fire Sets. Tiles and Tile Work in all its Branches.

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OUR MOTTO "QUALITY"



Stanley Tools

No. 50 1/2 MITRE BOX

This has a single piece Frame, both the base and the back of which are accurately machined.

The Saw Guide Uprights are steel rods and carry the Saw Guides in which the saw works. The Uprights, which are instantly removable, are adjustable.

The special feature of these Boxes is that any ordinary Panel Saw may be used in place of a Back Saw if desired. A strong and accurate tool at moderate price.

No. 50 1/2

No. 60 1/2 with 20 in. Back Saw

List Price each \$5.50

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STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

"Hoyt Frost King" Babbitt Metal

The result of 40 years' experience in selecting and mixing of metals.

The same consistent high quality also prevails in our Bar Solder, Wire Solder, etc.

It will prove very profitable to you.

Hoyt Metal Co., Toronto, Ont.
New York, N.Y.; London, Eng.; St. Louis, Mo.

A careful microscopic examination of the grain of this metal will reveal the perfection of the alloy.



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

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GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

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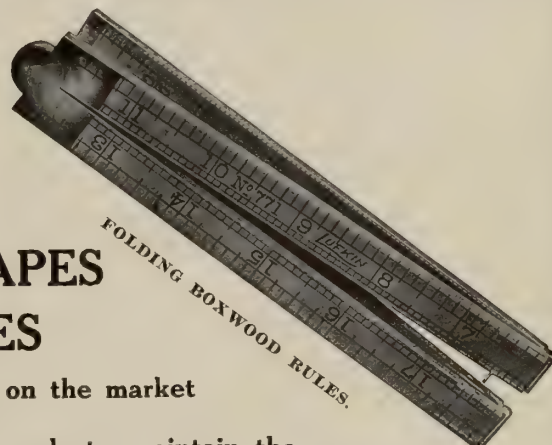
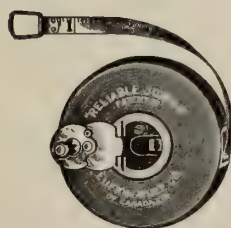
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MEASURING TAPES STEEL RULES

We make the most complete line on the market of goods of this kind.

Every one of our Tapes and Rules is made to maintain the reputation that the line has borne for years.

GOODS UNDER THE

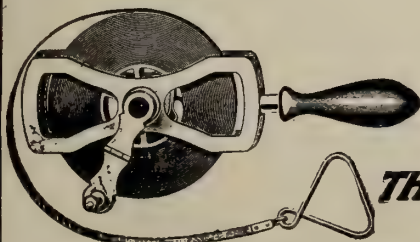
LUFKIN

TRADE-MARK

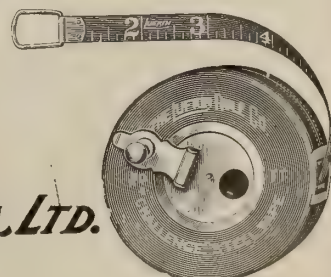
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They have an established reputation.

They will sell well, for besides being Canadian made they are widely and favorably known by users.



THE LUFKIN RULE CO. OF CANADA, LTD.
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CHAINS AND FORGINGS

CHAINS:

Proof Coil	Crown Crane or Dredge
B.B. Crane	Swedish or Norway Iron
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WINNIPEG

Canada's Only Hardware Weekly

HARDWARE AND METAL

Established 1888

Published Every Saturday

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXVI.

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No. 43

October 24, 1914

TRADE MARK
— STEVENS —
Reg. U. S. Pat. Off. & Fgn.

STEVENS

TRADE MARK
— FAVORITE —
Reg. U. S. Pat. Off. & Fgn.

SHOTGUNS

Single Barrel
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Repeating

RIFLES

Single Shot
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Single Shot

SHIPMENT FROM ANY JOBBER'S STOCK

No. 345—20 Gauge.
List Price \$23.50.



Weight 6 lbs. 26-28-30-32
inch barrels.

No. 106—44 or .410 Gauge—4½ lbs. Plain Extractor.
No. 108—44 or .410 Gauge—4½ lbs. Automatic Ejector.



List Price \$6.50.
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List Price \$15.00.



All Lengths.

Branded
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ON REQUEST 24-PAGE CATALOG IMPRINTED WITH
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J. STEVENS ARMS & TOOL COMPANY

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Do You
Get Your
Share
of Wedding
Business?

Silver
Sales Make
Permanent
Customers

Nothing will insure Repeat Sales so surely as

1847 ROGERS BROS.



"Silver Plate that Wears"

Requires no argument—saves time and talk for the dealer—is sold with an UNQUALIFIED GUARANTEE—has enjoyed established confidence for over sixty-five years—is

MADE BY CANADIANS IN CANADA

of the best the World produces, and is backed by the most persistent and extensive advertising in the history of Silverware.

REMEMBER, there are other "Rogers," and other brands of Silverware, but there is ONLY ONE **1847 ROGERS BROS.** —the GENUINE.

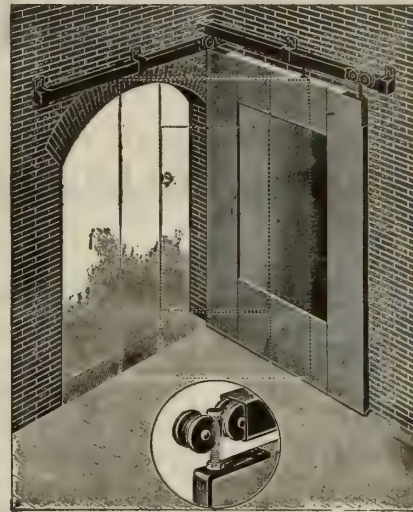
MERIDEN BRITANNIA COMPANY, LIMITED
HAMILTON, CANADA

IT WILL PAY YOU
TO SELL
"P. & W. Co."
SMALL TOOLS
PRECISION
DELIVERY
QUALITY
GUARANTEED

IF YOUR JOBBER CAN'T SUPPLY YOU
WRITE US DIRECT

PRATT & WHITNEY COMPANY
 OF CANADA LIMITED
DUNDAS - ONTARIO
 MONTREAL—WINNIPEG—VANCOUVER

ANY GARAGES BEING BUILT IN
YOUR TOWN?
GET AFTER THEM QUICK!



Show the owners how to avoid swing-door accidents by using

R-W
No. 235

TROLLEY
HANGERS
FOR
ANGLE
DOORS.

They take the door across the corner.

Swing Doors on Garage are a constant annoyance and cause many accidents to lamps and mud guards. But don't wait until too late—Send now for special book on

GARAGE DOOR EQUIPMENT

Richards-Wilcox **CANADIAN**
COMPANY, Ltd.
LONDON, ONT.

Order **STANLEY No. 3000**
"TWINROLD" SELF-TIGHTENING
BOX STRAPPING

It is coiled double.
 It is self-tightening.
 Nails can't slip in driving.

THE STANLEY WORKS
 NEW BRITAIN, CONN.

Canadian Representatives:
 A. MacFarlane & Co., Coristine Bldg., Montreal.
 See Page 95



Tortoise Heaters

We have a large stock of these stoves ranging in size from No. 2 to No. 6a. It will pay you to get our prices; also Oaks, Cast Ranges and other special Heaters.

A card will get the catalogue and prices.

Specialty Mfg. Co.
Grimsby

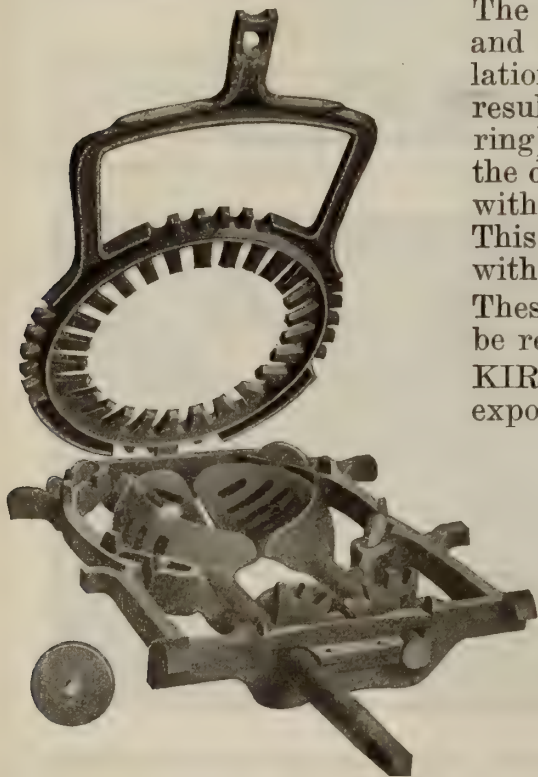
100 Dollars Reward



to anyone who can improve the **KIR-BEN**
FURNACE ROLLER-BEARING DUPLEX GRATE



Entirely Different
from any other
grate on the
market



KIR-BEN furnace is fitted with the latest style grate, the roller-bearing duplex type, an original and exclusive KIR-BEN feature, and the only roller-bearing grate made. This is the only grate that will work freely and remove the ashes from the outer edge of the fire-pot without disturbing the live coals in the centre. It is a known fact, applicable to all styles of coal-burning devices, that the coal burns first around the edges or sides, consequently there is an accumulation of ashes up the sides, and a body of live coals within. The fire-pot being the best heating surface of the furnace, and ashes being a non-conductor of heat, this accumulation should be removed in order to get the best heating results. KIR-BEN circular shaking grate (or annular ring) brings these ashes down into the basket formed by the duplex portion of the grate, and permits their removal without wasting any of the live coals or unconsumed fuel. This entirely does away with the sifting of ashes necessary with all other styles of grates.

These grates slide in and out on an incline track, and can be removed without removal of a bolt or bar.

KIR-BEN Duplex Grates have no balls to fall out—no bolts exposed to fire.

KIR-BEN Annular Grate Ring is evenly balanced, does not require clips or bolts to hold it in place or bar across front of ash-pit to hold up shaker arm.

KIR-BEN Duplex Grate Bars are very heavy and have their cogs near the front instead of the rear, taking the strain off the long shaker bar. *It is child's play to operate.* Being shallow allows for large ash-pan in ash-pit.

KIR-BEN Duplex Grate Frame is another strong feature. No light feet or arms to break.

KIR-BEN Duplex Grate Bars do not project through the ash-pit door. There is no possible chance of air leakage when door is closed.

Kir-Ben Agents are protected by Canadian Patents, Nos. 138886 and 154565.

Kir-Ben Agency is the Best

KIR-BEN, Limited

Almonte, Ont.

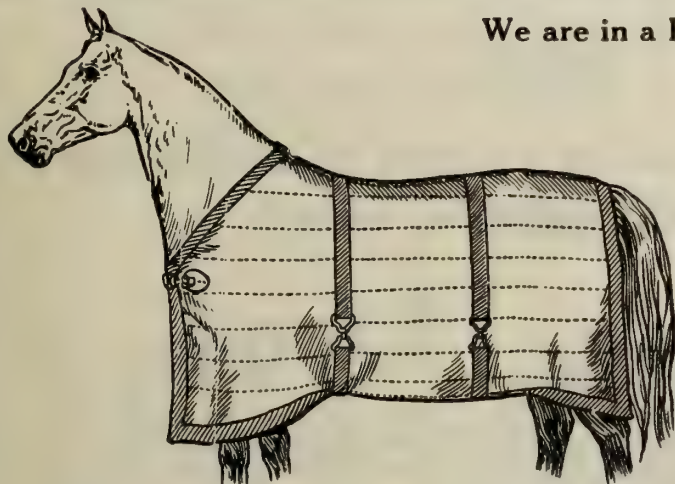
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HORSE BLANKETS

SLEIGH BELLS

CARRIAGE HEATERS

We are in a Position to Supply Your Every Need



HORSE BLANKETS

Winsor Kerseys, Jute Blankets,
Cotton Ducks

Our line of Horse Blankets is complete in every detail, comprising all styles and sizes, and is made up from our own specifications as to material, weight and workmanship, with the view of supplying the very best goods made.

SLEIGH BELLS

Our Line of Sleigh Bells covers every pattern of Bell and every style of strap or chime.

We want you to have our salesman show you what our line comprises.



You are surely missing a good, profitable business if you don't carry this Heater and Coal.

IDEAL CARRIAGE HEATERS

Positively Smokeless and Odorless.

The most perfect heating device ever made in Carriage Heaters. The most economical.

Our sales of the Ideal Heater are very large and increasing each succeeding year.



PETTY COAL

is the proper fuel for use with Ideal Heaters.



We would call your special attention to our two new whip assortments:

GOLD COIN, containing 5½ dozen 6-ft. whips, assorted, to retail at 25c to \$1.50 each.
LEWIS SPECIAL, containing 4 doz. 6-ft. whips, assorted, to retail at 25c to \$1.50 each.

They Are Big Values, Fast Sellers and Money-Makers.

LEWIS BROS., LIMITED, MONTREAL

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No Necessity to Purchase Foreign Goods When Made-in-Canada Goods are Better Value

You and your customers can be assured of satisfaction
in cordage by specifying this brand.

Lion Brand Cordage



Lion Brand Cordage



Made in Canada, by Canadian Labor,
in Canadian Factories.

“Everything in Cordage”

From Wrapping Twines to Tow Lines.

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Xmas Buyers

this year will demand gifts that must be
handsome and useful, yet reasonable in price



Royal Tea Pot
Copper-Nickel Plated



Royal Tea Kettle
Copper-Nickel Plated.



Royal Coffee Pot
Copper-Nickel Plated

“handsome”?—Heavily nickeled and polished to perfection.
Packed and wrapped individually in cardboard boxes.



goods.

“useful”?—Used at least three times a day in every Canadian home.

“reasonable in price”?—Our special prices have been mailed to your address. New list and discounts on request.

Now is the time to feature these goods in your windows.

Shipments Made Promptly

THE SHEET METAL PRODUCTS CO. OF CANADA
MONTREAL TORONTO WINNIPEG LIMITED

The Fight for Durability

New Light on the Prevention of Rapid Corrosion

Introduction

When the United States Government investigated the yellow fever scourge and suggested a method of attack, this malady was quickly and decisively driven from our shores.

The preservation of our natural resources led another branch of the United States Government to investigate the cause of the rapid corrosion of steel wire, concerning which the farmers of this country were complaining.

After careful study and research the Government suggested a remedy to prolong the life and usefulness of wire.

The essence of this remedy was to eliminate the harmful impurities, especially the sulphur and the manganese, from the metal.

This company acted immediately on this advice, producing finally a commercial iron of the highest attainable purity. All the impurities were reduced to less than 1-6 of one per cent.

The wisdom of this suggested remedy has been indicated by the sterling rust-resisting quality of Armco-American Ingot Iron.

ARMCO IRON Resists Rust

This much is generally known, but few scientists or investigators know the extent of the warfare carried on against the cause of rust by our organization. The time for secrecy has passed and the history of each step in the development of the purest, most scientifically treated iron will be given in the following chapters.

Here is the experience of the Indiana Steel & Wire Co.:-

"In reference to Corrugated American Ingot Iron, we purchased of you last summer, wish to state that the material has proven very satisfactory and as this is not new material for us, we feel at perfect liberty in stating that we believe the Ingot Iron to be very far superior to any other form of material for use in roofing and can heartily recommend it to anyone requiring a good roofing and especially where Acid or other fumes are liable to attack it."

The American Rolling Mill Co.



The trade mark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

Licensed Manufacturers under Patents granted to The International Metal Products Company.

Armco-American Ingot Iron Black and Galvanized Sheets, Roofing, Pipe, Gutter, Metal Lath and Terne Plate.

MIDDLETOWN, OHIO

District Sales Offices at Chicago, Pittsburgh, Detroit, Cleveland, New York, St. Louis and Cincinnati



On the other hand some people put off stealing the horse until after the stable is locked + +

The proverb says there is no time like the present.

Opportunity says there is no time *except* the present.

Our Yale magazine advertising is *your* opportunity. It is appearing now.

Whoever reads the magazines in your locality is reading Yale arguments—learning about Yale quality—being influenced in favor of Yale Locks and Hardware.

It's up to you to turn this Yale interest into sales.

Local newspaper advertising will do it.

Window displays will do it.

Lantern slides for the "movies" will do it.

Our sample doors, boards and blocks will do it.

Provided it is done right and done now.

Write our Dealers' Advertising Service about the right kind, now—while opportunity knocks.

Canadian Yale & Towne Ltd.

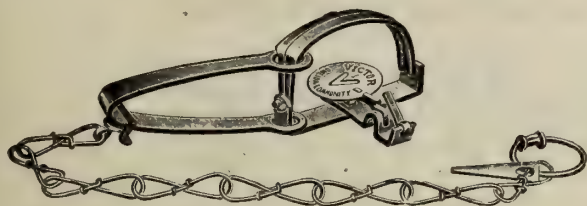
Makers of Yale Products in Canada:

Locks, Padlocks, Builders' Hardware, Door Checks and Chain Hoists

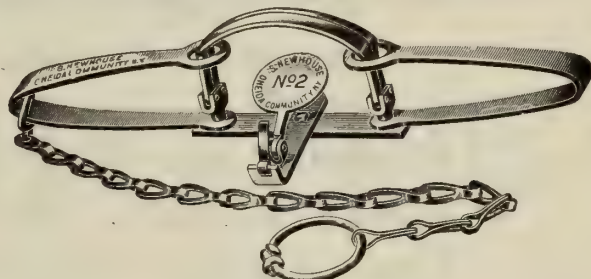
General Offices and Works: St. Catharines, Ont.

ANIMAL TRAPS

Newhouse, Hawley & Norton and Victor Quality



No. 0 for Rat or Gopher
No. 1 for Muskrat
No. 1½ for Mink

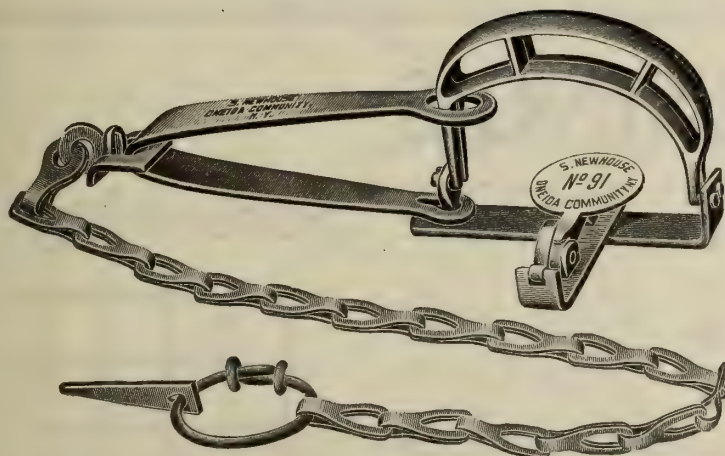


No. 2 for Fox
No. 3 for Otter
No. 4 for Beaver



Bear Traps

No. 50, Spread of Jaws 9 ins.
No. 5, Spread of Jaws 11¾ ins.



Double Jaw Safety Traps

Holds Animals Securely

No. 91 for Muskrat
No. 91½ for Mink

Jump Traps

Single Spring

No. 1 for Rat No. 1 for Muskrat No. 1½ for Mink
No. 2 for Coon, Mink or Skunk.

Double Springs

No. 3 for Fox or Otter No. 4 for Otter or Wild Cat.



Caverhill, Learmont & Co.
MONTREAL

BUY MADE-IN-CANADA GOODS

All our Hinges, Butts, Hasps, Staples, etc., are made in Canada by Canadian workmen.

In times like these insist on CANADIAN HARDWARE. Specify C.S.G. Co.'s Barn Door Hangers and Track. All parts used in these Hangers are made in Canada.

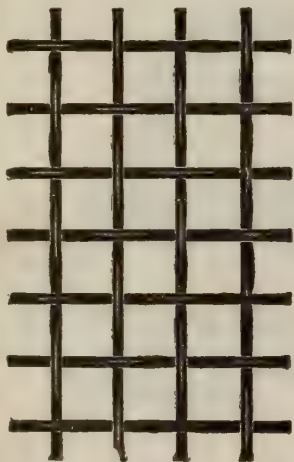
Prompt shipments made on all our lines.

Canada Steel Goods Co., Limited, Hamilton, Canada

MAKERS OF THE RELIABLE CRESCENT BRAND BUTTS AND HINGES

GREENING'S

Wire Cloth



All grades of Wire Cloth,
Double Crimped

Screening accuracy guaranteed

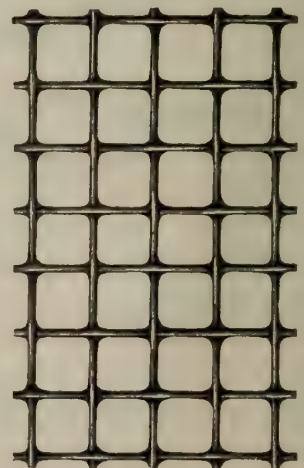
Made of Steel, Copper or Brass

Galvanized and Tinned Cloth

Perforated Metals

Wire Rope

Wire Screening



The B. GREENING WIRE CO., Limited

Hamilton, Ont.

Montreal, Que.

**The
Steel Company of Canada, Limited
Hamilton, Canada**

WROUGHT PIPE

Black and Galvanized

Standard and Extra Heavy

Wire,
Wire Nails,
Tacks, Staples, Wood
and Machine Screws, Bolts and
Nuts, Rivets and Burrs, Shot, Spikes,
"Tiger" White Lead, "Invincible" Fencing,
Wire Hoops, Wing Boot Calks, Bright Wire Goods, Steel
and Iron Bars, Cable, Horse Shoes and Horseshoe Nails,
Railway Track Equipment, Corrugated Fasteners,
Pole Line Hardware, Putty, Cotter Pins, Bale
Ties, Jack Chain, Plow Beams,
Channels, Strand Steel
and Copper,
Angles.

Prompt Service

Quality Guaranteed

OUR REPUTATION IS IN THE GOODS

District Sales Offices:

**HAMILTON
VANCOUVER**

**MONTREAL
VICTORIA**

**TORONTO
ST. JOHN**

**WINNIPEG
HALIFAX**



MADE-IN-CANADA MAZDAS— A STAPLE LINE

NORTHERN LIGHT MAZDA LAMPS are one of the best lines a hardware dealer can handle.

There is a constant demand for these lamps, the sale of which will net live dealers a good profit.

NORTHERN LIGHTS come packed five in a box—the most attractive lamp cartons on the market. These cartons stack up well on shelves, make stunning window displays and are most convenient for storage purposes, taking up very little room.

It's easy to sell NORTHERN LIGHTS by the box instead of one at a time—and every time you sell a customer five lamps instead of one, you make a convert to the "buying lamps by the box idea."

Put in a stock of NORTHERN LIGHTS now—then watch your cash register results.



Northern Electric Company LIMITED

Montreal
Halifax
Toronto

Winnipeg
Regina
Calgary

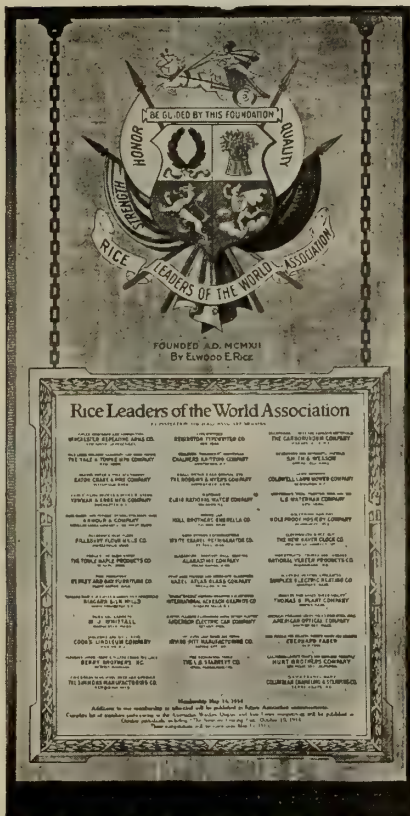
Edmonton
Vancouver
Victoria



Starrett Tools

A Rare Chance at a Big Stake

Dealers are rarely offered a chance to earn \$2,000.00 for a couple of hours of their time. Through our membership in the Rice Leaders of the World Association, however, we are able to offer hardware dealers a chance to earn a maximum of \$2,000.00, with 462 chances at various lesser prizes.



Reproduction of the Banner which must be shown in the window display. The original is 20 x 40 inches and handsomely printed in several colors and gold.

The proposition is this — a show window contest is to be held in which dealers handling products made by the Rice Leaders of the World Association may compete.

The contest starts immediately and closes May 15, 1915.

The first prize will be \$2,000.00; the second, \$1,000.00, and so on down the scale; in all 463 prizes, totaling \$15,000.00.

The two chief rules of the contest are, first: that the display shall be made of the product of some member of the Association and, second: that the banner of the Association, shown here and provided free, be included.

Whether a prize winner or not, there will be given every dealer who sends in a photograph of his window dressed for this contest, an album showing the 100 best prize displays. This album alone, is worth more than the effort required to dress the window.

Hardware dealers who wish to enter this contest can obtain the banner and complete instructions by writing to us at Athol or to either of our branch offices. We will also send a copy of our own window display booklet showing many admirable ideas for dressing windows of our goods and giving a few suggestions as to making the displays most effective.

The L. S. Starrett Company

WORLD'S GREATEST TOOLMAKERS

ATHOL, MASSACHUSETTS

NEW YORK

LONDON

CHICAGO, ILL.

42-381

NICHOLSON MADE FILES

**YOU'RE
AS SHREWD
AS THE BEST IN
THE BUSINESS**

when it comes to buying Nicholson-Made-Files. One price to all—no more, no less.

When you place an order for Nicholson - Made - Files — you're charged exactly the same figure as the other 10,000 Nicholson dealers pay for the same file in equal quantities.

There's satisfaction in knowing that no other dealer can "beat" you on price. And when it comes to quality—the Nicholson dealer has all the points in his favor.

With an output of 50,000,000 files per year, we can absolutely control every step in the making of our files. From the elements that give our steel its peculiar toughness to the automatic machines that make Nicholson-Made-Files uniformly "feel" and "draw" right.

Sell more Nicholson-Made-Files to your trade—and hold their good-will and your profit.

Brands:

**Kearney & Foot
Great Western
American
Arcade,
Globe**

NICHOLSON FILE COMPANY
Port Hope, Ontario.

"File Philosophy"—A 50 years' education on files in an hour, and our Catalog, sent FREE on request.

Goodell-Pratt Company

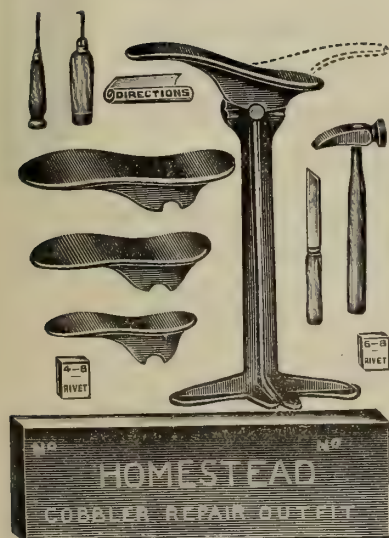
Our tools don't follow precedents. They create them.



If your tool business has a future—the **Goodell-Pratt Line** will help develop it.

GREENFIELD

MASSACHUSETTS



Cobblers' and Combination OUTFITS

with the attractive finish and high quality that means good turnover and satisfaction.

Why not stock a few sets now?

Write your jobber. If he cannot supply you, order direct from us.

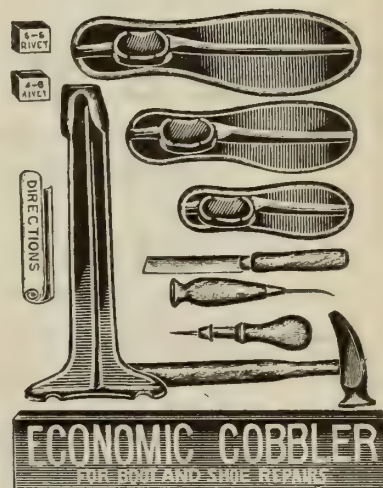
Better drop us a card now for catalog covering complete assortment

TAYLOR-FORBES CO., Limited

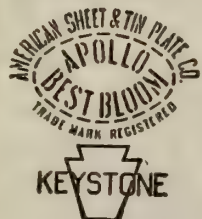
Head Office and Works: Guelph, Ont.

Branches and Agents:

Taylor-Forbes Co., 246 Craig St., Montreal; H. G. Rogers, 147 Prince William St., St. John, N.B.; H. F. Moulden & Son, Travelers' Bldg., Winnipeg, Man.; Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.



Keystone Copper Bearing Steel



gives added durability for Roofing and all exposed Sheet Metal Work. This has been *proved by actual service*; therefore specify

KEYSTONE

COPPER BEARING
Black and Galvanized Sheets



Read what the G. Drouve Company of Bridgeport, Conn., has to say of Keystone Copper Bearing Steel.

"About a year ago we conducted an acid test of the various rust-resisting metals, and while your 'Keystone' product showed superior qualities, in order to thoroughly satisfy our selves, we made a comparative service test out in the weather, which has just been concluded. The results of this clearly established the superior merits that you have claimed for your 'Keystone' sheets. It is our intention to use 'Keystone' in our future work and to recommend it whenever rust-resisting metal is called for."

B. & S. H. THOMPSON & CO., LIMITED

Transportation Building
MONTREAL

Traders Bank Building
TORONTO

SELLING AGENTS FOR EASTERN CANADA:

UNITED STATES STEEL PRODUCTS COMPANY

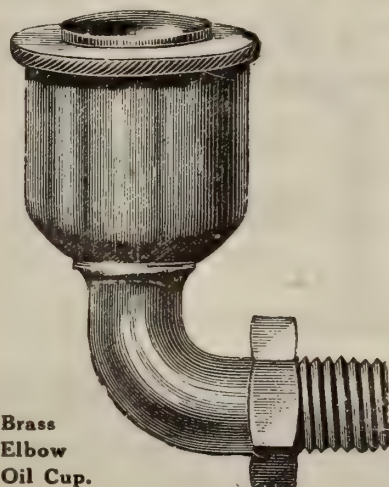
NEW YORK, U.S.A.

Branch Offices, WINNIPEG and VANCOUVER

Steam Goods of the Utmost Reliability—and your Requirements

BROADEN THE FIELD OF YOUR BUSINESS

It doesn't cost much more to make a better grade product, but results prove it is best.



Brass
Elbow
Oil Cup.

We have numerous lines of steam, air and water equipment that you could carry for the betterment of your profit account. It is impossible to illustrate, even if we bought the entire space of this publication but we will be pleased to give you right prices and valuable information. Let us co-operate?

Ask us for Information.

The James Morrison Brass Mfg. Co., Ltd.

89-97 West Adelaide Street

Toronto, Ontario

Face the Situation with Courage and Confidence

¶ In view of the events taking place in Europe, which will constitute an epoch of perhaps unprecedented importance in history, we appeal strongly to all Canadian business men and all who hold securities or investments of any kind, to meet the present situation with calmness and confidence. Our first duty, at any cost, is to aid in Great Britain's sustenance and defence, and our next duty, not less important, is to keep the business of the Dominion moving as normally as possible.

¶ "In the unprecedented and critical situation that exists," says Sir George Paish, in the *London Statist*, "we would make a special appeal to the patriotism as well as to the interest of the investing public.

¶ "At such a time it is of the greatest importance that everyone should endeavor to act as if great events were not impending. Were confidence seriously disturbed business would come practically to an end, and our ability to face the difficulties that may be in front of us would be seriously impaired. Therefore, it is of vital importance that, as far as possible, the events that are now taking place should not interfere with the daily life and the daily work of the nation. Orders should be given, factories should be run, and everything should be arranged to maintain, as far as possible, the productive power and the income of the country.

¶ "Yet for this to be accomplished the situation must be faced with courage and confidence on the part of everyone. Investors must continue to invest, bankers must continue to lend, the Stock Exchange must continue to deal, and everyone, according to his ability, must endeavor to work hard in order that individual incomes, and therefore the income of the whole nation, may be maintained at the highest possible level

¶ "A little over a century ago, when the nation was at war with Napoleon, its income was a very small one, being less than one-eighth of what it is at present, and in a comparatively short space of time the British people succeeded in raising about £1,000,000,000 of money for war purposes, and so great was their confidence and courage that at the end of the great war, which severely taxed their resources, they were stronger and wealthier than they had been at the beginning."

Now Is The Time This Is The Place Here Is The Line

Quebec Heaters That Will Suit Your Trade



This Style in 4 Sizes.



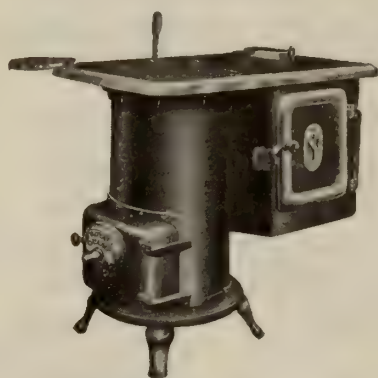
Has Triplex Grates.



Square Top Style, 2 Sizes.



Flat Grate, 4 Lids.



Royal Quebec Triplex Grate and Oven.



Improved Quebec Grate and
N.P. Trimmings.



With Steel Oven.

Get Our Catalog and Prices Before Buying

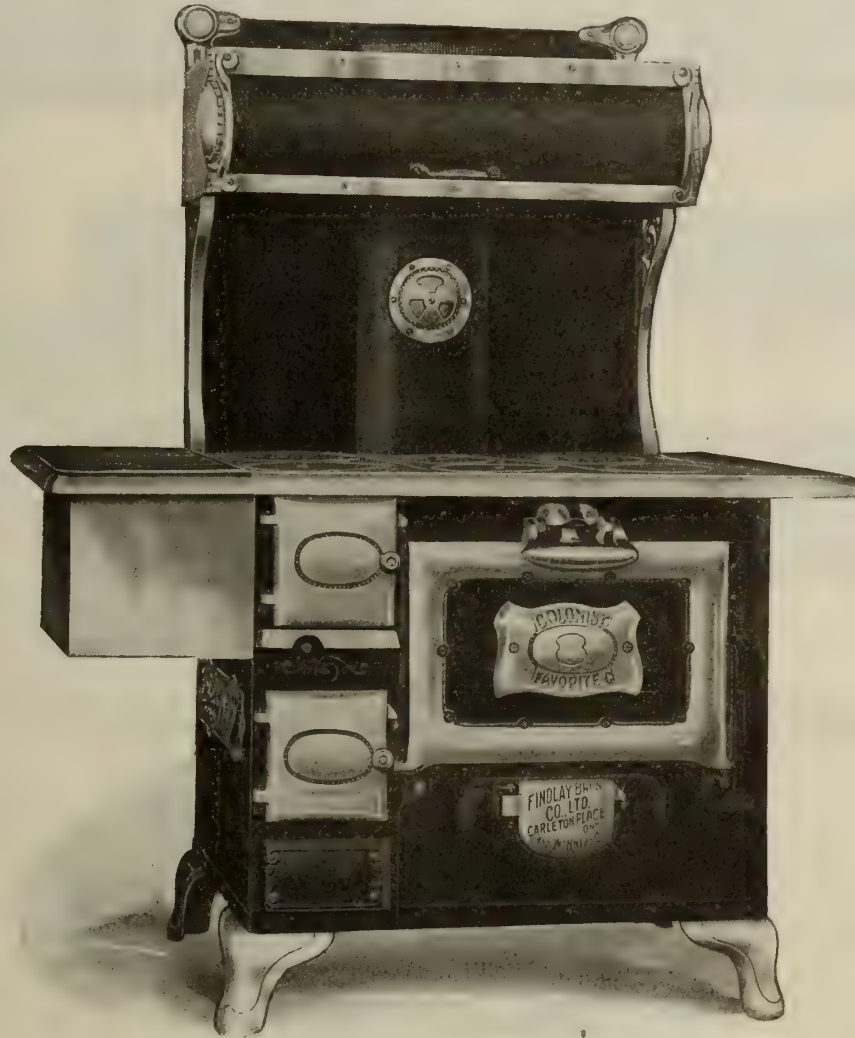
Canada Stove & Furniture Co., Limited

Ville St. Laurent - near MONTREAL - P. Q.

Sample Room—Corner Delorimier and St. Catherine Sts., Montreal

The COLONIST FAVORITE "C" is the neatest, brightest and best six-hole STEEL RANGE on the market for the money.

It is a compact and attractive Range and is built with a view of giving the most complete and modern Range at the lowest possible cost.



Can be Fitted to Burn Coal Only, Wood Only, or Both if Desired

The Covers, Centres and Fire-Box Linings are extra heavy. The BODIES are made of Bessemer Steel. The Left-Hand Contact Reservoir is made of PLANISHED COPPER, and will hold seven Imperial Gallons, and can be attached or detached at will without the removal of a bolt. Made in two sizes, with 16" or 18" Ovens, and with 8" or 9" Covers, as desired.

LOOK AT THE CUT. LOOK UP THE PRICE. ORDER A SAMPLE. EXAMINE IT. THERE IS NOTHING BETTER MADE AT THE PRICE.

FINDLAY BROS. COMPANY, LIMITED

Head Office and Works, CARLETON PLACE, ONT.

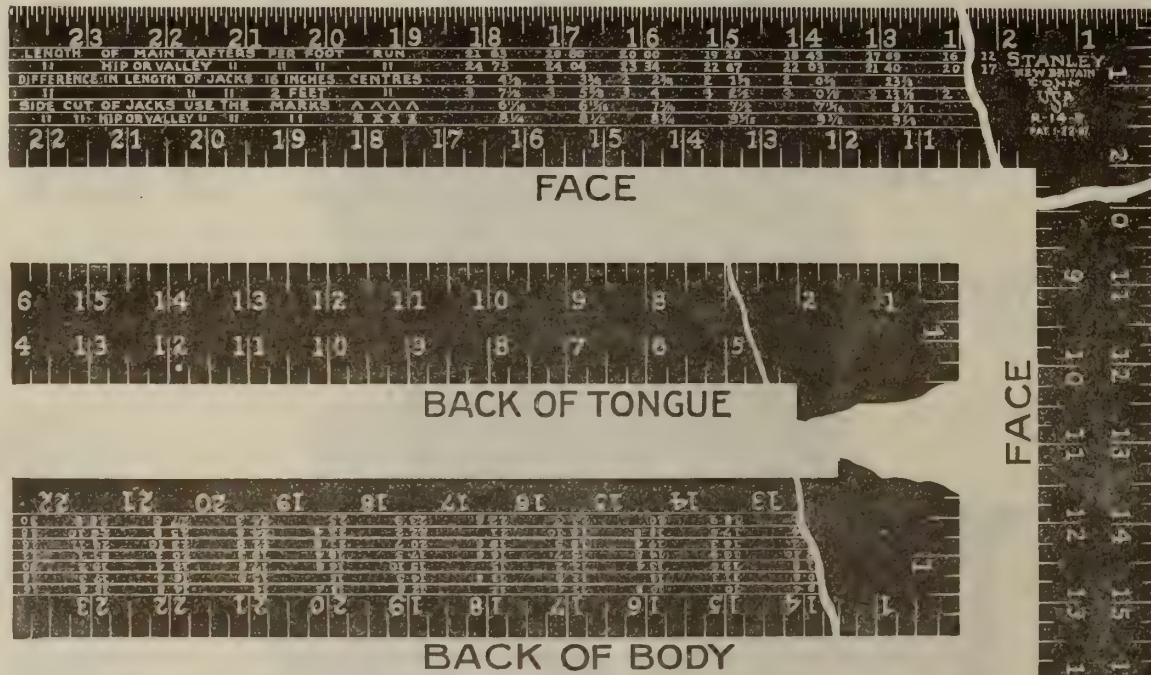
Branch House - - - 260 Princess St., WINNIPEG

Wholesale Jobbers for N. Alberta: REVILLON WHOLESALE LIMITED, Edmonton

Distributing Agents:

For Southern Alberta, D. V. COPE & CO., Calgary; For British Columbia, GEO. D. HORSMAN, Vancouver

Stanley Tools



Carpenters' Steel Squares A New Stanley Line

Stanley Steel Squares are made with the same careful attention to detail and the same high quality of material and workmanship as distinguishes all STANLEY TOOLS.

Every Square is weldless, or, in other words, made from **one** piece of steel, and all four edges are machined. Particular attention is called to the finish of all numbers and the depth and accuracy of the graduation.

They can be furnished in a number of different styles and the variety of finishes offered include Royal Copper, Blued, Nickel Plated, Galvanized and Polished. All Royal Copper and Blued finished Squares have white enamel figures and graduations.

Each Square is packed in an anti-rust wrapper and this stamp STANLEY appears on the face of all numbers.

NEW BRITAIN
CONN.
U.S.A.

Send for special circular containing complete description.

STANDARD
THE WORLD
OVER

STANLEY RULE & LEVEL Co.
NEW BRITAIN, CONN. U.S.A.

EVERY
TOOL
GUARANTEED

“Chinook”

*a moderate size Steel Range
on nickel-plated base*

Nothing but the best grade of pig iron is used for our castings. This accounts for the excellent finish, durability and attractiveness of our product.

Substantial and economical.

Pouch Feed, four nine-inch covers. Oven 16 inches wide, 20 inches deep, 12 inches high. Heavy copper tank holds seven gallons. Suitable for medium-sized family.

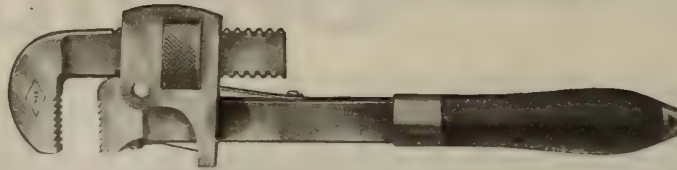
The Chinook will increase your prestige, turnover, and profit. Try it and you'll be convinced.

Write for full particulars and price.

The Western Foundry Co.,
Wingham, Ont. **Limited**



"W & B" Pipe Wrenches



WOOD HANDLE GRIPS—Length Open 6 to 14 Inches



STEEL HANDLE GRIPS—Length Open 18 to 48 Inches

These types of "W. & B." Wrenches are particularly adapted for the proper handling of metal pipe. The movable jaw with sharp-edged, grooved teeth gives a sure grip.

Add this line to your stock of "W & B" Wrenches.

We manufacture a complete line of Screw and Drop Forged Wrenches, shown in catalog No. 82, supplied on request.

The Whitman & Barnes Manufacturing Company

Established 61 Years
ST. CATHARINES, ONT.

"From
Ore to Fin-
ished Product"

WIRE NAILS

All Standard and Special Gauges

NAIL WIRE, RIVET WIRE
Straightened and Cut to Length

Wire Rods Steel Bars

Prompt Shipment

**Dominion Iron & Steel
Company, Ltd.**

Sydney, N.S.

Montreal, Que.

Toronto, Ont.

COMMUNITY SILVER



HE PATRICIAN, our latest pattern, is made in both Plate and Sterling. This innovation (an English custom), is to meet the demand of those who wish to duplicate in Sterling, the beautiful Community designs.

COMMUNITY STERLING (Patrician design only. Ask your jobber for prices).

COMMUNITY SILVER PLATE (*Plate de Luxe*) - - - - - Six Teaspoons, \$2.75

Also COMMUNITY-RELIANCE plate (Not made in the Patrician and other Community Silver designs, but in four distinctive patterns of its own) - - - - - Six Teaspoons, 1.35

CLARK

Indestructible Steel Heaters



For Use In
**Automobiles,
Wagons, Sleighs, Etc.**

Quick-Selling Fall and Winter Line

These heaters will be King over
your Winter Sellers.

They are positive assurance of
quick turnover and exceeding
profits.

Their service-giving qualities
mean complete satisfaction to
the user.

Clark brick for use in these
heaters, yields most heat and
lasts longer than any other
brick. We advertise these heat-
ers extensively throughout Can-
ada, and supply dealers with
free selling helps.

Sold by jobbers everywhere in
Canada.

Order now.

Chicago Flexible Shaft Co.
250 ONTARIO ST., CHICAGO

The Easiest Way to Cut Through a Floor



DISSTON D-19 Flooring Saw

Here, Mr. Dealer, is a chance to make yourself solid with your customers. By a proper window display you can win new trade.

This new Disston Flooring Saw is bound to make a hit as a time and labor-saver.

The old method of boring holes and chiseling when it was necessary to cut out sections in floors, partitions or ceilings was time-consuming and troublesome.

This work can now be done quicker and easier by the use of our new D19 Flooring Saw, especially designed for the purpose. Not only is the work done rapidly and with less trouble, but sections cut out with it can be replaced in the original position if desired.

This saw has an adjustable cherry handle, carved and polished, which permits blade to be set in various positions. The blade itself is reversible and interchangeable. It is held firmly in place by patent bolt and ratchet.

Special attention is called to the reversible feature of the blade. In this way either the straight or curved edge of the blade, both of which are toothed, can be used to the best advantage.

Size 16, 18 and 20 inches.

We will supply you free with advertising matter of this saw and our other goods. Do you use Lantern slides? We send a set of four gratis. Write us.



DISSTON BRAND GOODS
QUALITY GUARANTEED



Reg. U.S.
Pat. Off.

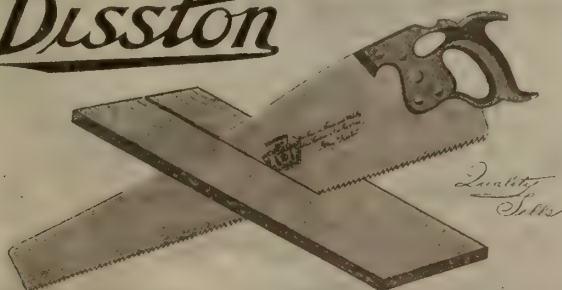
HENRY DISSTON & SONS
INCORPORATED

Keystone Saw, Tool, Steel and File Works
PHILADELPHIA, U.S.A.

Canadian Works: TORONTO, CANADA

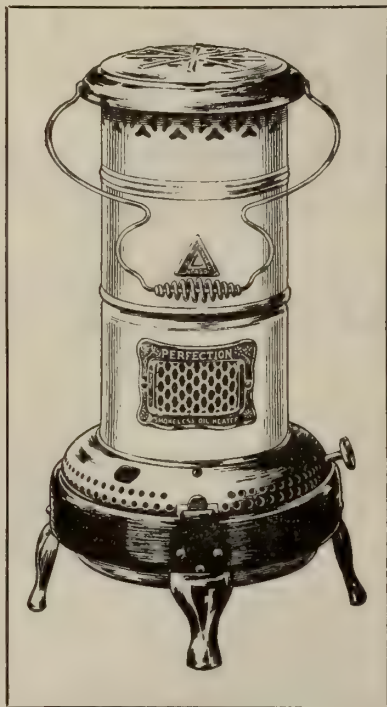
Established
1840

Disston



This is Our New Hand Saw Booklet—Just Off the Press

Small enough to slip into an ordinary business envelope. Contains valuable information on setting and filing saws, and illustrates a large amount of the Disston line. A quantity will be furnished free, with your imprint. How many do you want?

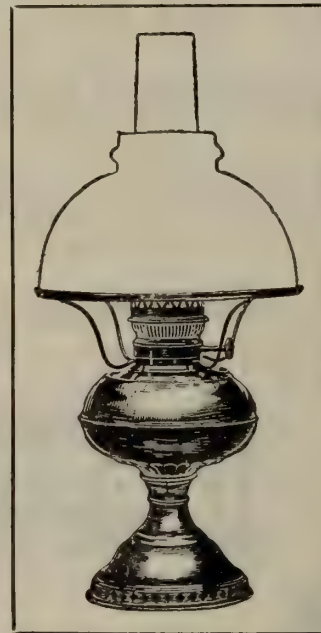


THE BEST WAY TO BURN OIL

It's bad business to sell your customers a lamp that smokes. Sooner or later you hear from it.

Rayo LAMPS

don't smoke because they are built right. They mix oil with air in just the right proportions—consequently you get a clear, bright flame, without a trace of smoke or smell.



PERFECTION SMOKELESS OIL HEATER

are odorless, smokeless, easy to clean and easy to re-wick. Brass or leaded steel founts, patent smokeless, self-locking flame spreader, brass gauze window.

Perfection heaters are an ornament in any room, yet they are strongly made. They have been advertised and known to Canadian housewives for years—the very thing for early Fall use, and, later, for the cold snaps when extra heat is needed.

Your customers will want Perfection Heaters; and incidentally tell them that—

Royalite Oil Gives Best Results

THE IMPERIAL OIL COMPANY, LIMITED

Toronto

Ottawa

Halifax

Montreal

Quebec

St. John



Winnipeg

Calgary

Regina

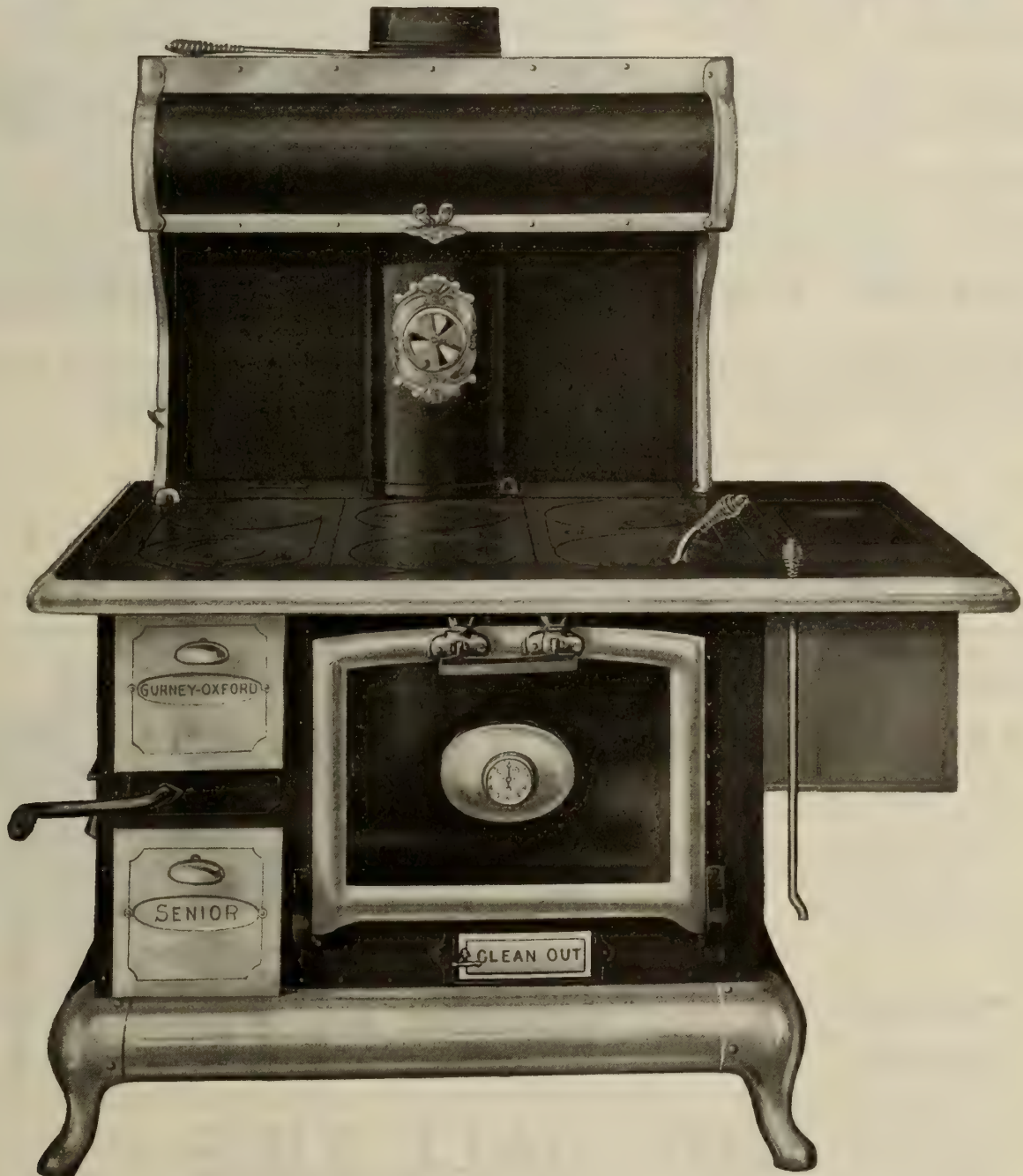
Vancouver

Edmonton

Saskatoon



SENIOR STEEL RANGE, THE CONQUEROR



Mr. Dealer, here's a Range that will repulse the attacks of competitors, a handsome Steel Range that will satisfy your customers and one which will sufficiently remunerate you to make it worth while. Just look at these sale-closing arguments: A body of heavy, polished blue steel, heavy polished steel top, large oven 20" x 20½", with drop door; then the divided flue strip, guaranteeing well-cooked food.

And it will burn either hard or soft coal to ashes. As a wood-burning Range the Senior rules the Continent, the firebox taking a 24" stick. The whole is mounted on a substantial base, nickel plated in front, adding to the appearance of the Range. All the nickel trimmings are heavy and plain; the oven door is beautifully enamelled.

You should get one of these Ranges on your floor; it will draw the crowds, and with such features as this Range presents, sales will result.

THE GURNEY FOUNDRY COMPANY, LIMITED

Toronto

Montreal

Hamilton,

Winnipeg

Vancouver

Calgary

High-Grade Silverware and Table Cutlery

The Niagara Pattern illustrated herewith makes an immediate appeal to the buying public because of its exceptionally graceful lines and artistic simplicity.

It looks good to purchaser and never disappoints because it gives big service.

Let us give you full particulars and prices.

The McGlashan, Clarke Co., Limited

Niagara Falls, Canada

Sales Manager: MR. N. F. GUNDY, 61 Albert St., Toronto, Ont.



NIAGARA HOLLOW HANDLE



No. 611
NIAGARA TEA SPOON

If you want properly made and easy-fitting goods, send us your orders for

EAVESTROUGH, CONDUCTOR PIPE, ELBOWS, VALLEYS, RIDGE ROLL, SKYLIGHTS, VENTILATORS AND CORRUGATED IRON.

WE SHIP WHILE OTHERS ARE THINKING ABOUT IT.

WHEELER & BAIN
TORONTO



PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE

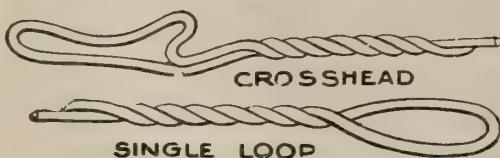
ONTARIO

MADE IN
CANADA



It's a Pink anyway you take it, and it's the best Peavey made.

WIRE BALE TIES



CROSSHEAD

SINGLE LOOP

Our wire, for baling hay, is made from the finest quality Bessemer Rods, and is 10 per cent. stronger than any other baling wire.

This is the line that brings the dealer clean, satisfactory profits with every sale, as it is not the come-back kind.

Get our prices and send us a trial order—we guarantee to satisfy.

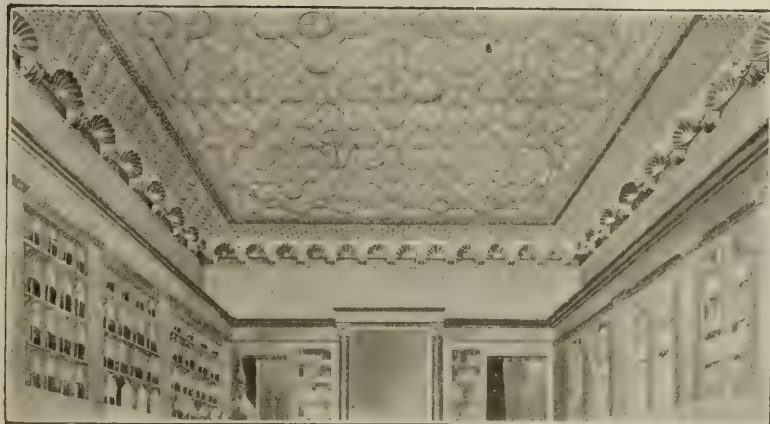
We also recommend our WIRE NAILS and STAPLES as inferior to none.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C.

Harry F. Moulden, Winnipeg, Man.

YOU can make the old store cleaner and brighter than most new ones by installing beautiful and artistic



We help you to estimate on interiors like this. There's money in them for you.

schools, theatres, hotels, cafes and public buildings—all can be beautified and enhanced in value by "Metallic" Ceilings and Walls. Erected in your own store they will successfully demonstrate their beauty and utility. Send for our illustrated catalogue "H" and price-list and we will show you how you may readily and easily add to your profits.

Have you our latest catalogue of the full-line of "Metallic" Building Materials? It is an effective salesman.

THE METALLIC ROOFING CO., LIMITED

MANUFACTURERS

TORONTO

and

WINNIPEG

"METALLIC" Ceilings and Walls

More than that, Sir, your customers will admire them — they will make it easy for you to sell more "Metallic" goods.

Think of the tremendous possibilities right in your town for trading in these fire-proof, sanitary and inexpensive building materials. The stores of your brother merchants, homes,

ELEY



CARTRIDGES

We Load for the World!

C No Ammunition Manufacturer or **Loader** handles or loads a greater variety of shot gun powders than ourselves, consequently our experience of the styles of powders and the specification of loads which give the greatest satisfaction to sportsmen is second to none.

Eley Smokeless Shot Gun Powder (33 gr. class) is inferior to no other powder. 33 grains is the Eley Standard load, and that this will do the work more satisfactorily than heavier loads of other powders is one of its merits. This load gives results equal to $3\frac{1}{4}$ drs. of other bulk smokeless powders.

ELEY CARTRIDGES are shot in the snows of Canada, the heat of Central Africa and India, and elsewhere throughout the world.
SOLD BY ALL GUNMAKERS AND AMMUNITION DEALERS.

ELEY BROS. (CANADA), LIMITED, NORTH TRANSCONA, MAN.

ELEY BROS., LTD., LONDON.



DAVIDSON'S PREMIER ROYAL

A well-constructed cast
range

A good baker and sells for a most
reasonable figure.

It's a real beauty.

Lasts for life.

There are mighty few stoves that can come anywhere
near it for style, finish and harmonious appearance.

Fire-box is extra large and will retain fire day and night
for 36 hours.

A single damper controls both fire and oven; a sliding
knob on top of stove enables operator to secure any degree
of heat required.

Easy to sell. Write for catalogue and prices.

The Thos. Davidson Mfg. Co., Ltd.
Montreal Winnipeg Toronto

Place Your Orders for Eveready Flashlights

with our nearest house



This is a profitable line to carry. The popularity of
portable electric lamps is increasing every day.

Eveready Flashlights give satisfactory service under
all conditions. They are equipped with the Eveready
guaranteed Tungsten Battery and Mazda Bulb.

The complete stock carried at each of our branch
houses insures prompt shipment on all orders.

You will be interested in our special dealers propo-
sition.

Write our nearest house for information.



Northern Electric Company

LIMITED
WINNIPEG
REGINA
CALGARY

MONTREAL
HALIFAX
TORONTO

EDMONTON
VANCOUVER
VICTORIA

Jobbers—book up now

Protect yourselves against the probability of advances in raw material (such as the tin plate and pig tin used in the making of these articles), by BOOKING UP NOW.

We take all the risk—you lose nothing—you stand to WIN OUT—if you BOOK UP NOW.

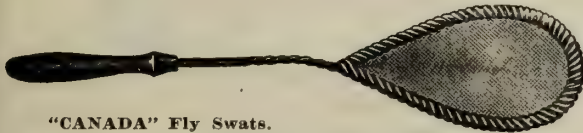
BOOK UP NOW

for Fly Traps and Fly Swats for delivery in February and March of 1915. It is not a bit too soon to look ahead for this business in view of the conditions that may prevail next year.

Special prices on 1, 3, 5 and 10-gross lots. We have made no advances yet, but do not know when we may be forced to do so.



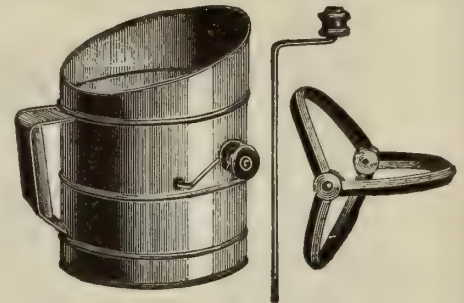
"BALLOON" Fly Traps.



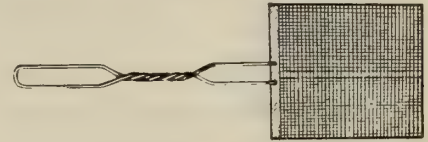
"CANADA" Fly Swats.

BOOK UP NOW

We take the chances—you take the profits. Write for quotations on our other jobbing lines.



"VICTOR" Flour Sifters.



"ONTARIO" Fly Swats.

E. T. WRIGHT CO., Limited, Hamilton, Canada

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

Notice to the Hardware Trade

Our Liverpool house is in close touch with all the British buying centres and also with the European markets that are still open. If there are any goods you require which under present extraordinary circumstances you are unable to secure from your usual channels, kindly let us have particulars, and if the goods are at all obtainable, we will get you lowest prices promptly by cable.

WEST INDIA COMPANY, LIMITED

ST. NICHOLAS BUILDING

MONTREAL

Abington Flatware Sets

YOU should have this No. 501 set in stock ready for the customer who wants a present in a hurry. A beautiful case, silk lined, containing six Hollow Handle Medium Knives and six Solid Handle Medium Forks in the Abington Pattern. Very suitable for wedding or Christmas presents.

The liberal discounts from Horseshoe Brand Flatware make

the Abington sets a very attractive proposition for the Hardware Merchant.

Our travelers are now calling on the trade. Order direct from us or through your jobber. List of pieces and prices gladly mailed.

CANADIAN WM. A. ROGERS
LIMITED

570 King Street West, Toronto

Hammond Bldg.
Albert St., Winnipeg

Fairfield Bldg
Granville St., Vancouver



ABINGTON SET No. 501

6 H.H. MEDIUM KNIVES.

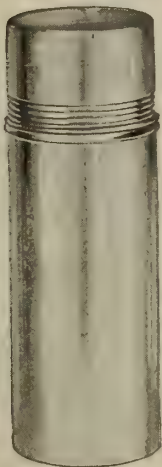
6 S.H. MEDIUM FORKS.

UNIVERSAL Vacuum Specialties



Universal Vacuum Bottle

No. 80	Half pint	.....\$1.50
No. 81	Pint	..... 1.50
No. 82	Quart	..... 2.50



Universal Nickel Food Jar

No. 811	One Pint	.....\$2.00
No. 011	Extra Filler	... 1.25



Universal Vacuum Bottle, Leather Covers.

	Pints.	Quarts
No. 851 Red Levant Morocco	3.00	852 \$4.00
No. 861 Green Levant Morocco	3.00	862 4.00
No. 871 Black Levant Morocco	3.00	872 4.00
No. 881 Tan Hide	3.00	882 4.00
No. 891 Genuine Pig Skin	3.00	892 4.00

Simplicity of construction, unusual strength, unequaled efficiency, and absolute cleanliness are the strong selling features in UNIVERSAL Vacuum Specialties.

The Patented Spring Steel Retainer and Shock Absorber is another feature which not only holds the glass filler firmly in place but reduces the possibility of breakage to a minimum.

There are no rubber or felt pads, cork rings, or cement fastenings in UNIVERSAL Bottles. For this reason they are the most sanitary of any make.



UNIVERSAL Vacuum Bottles are artistic and distinctive in appearance. The metal cases are smooth and sanitary, with no rough surfaces to collect dust. All models are of separable type, with interchangeable parts, and may be easily taken apart for cleaning or repair.



Universal School Lunch Set

The bottle and lunch box are of ample capacity for the average pupil. The case is of wood dove-tailed at corners and covered with black grained leatherol, lined with green. Handle of genuine leather. Cover fastened by two snap catches. Bottle holds one-half pint.

Black leatherol case, No. 70 half-pint bottle, No. 4070 Gray enamel lunch box, \$3.00. Black leatherol case, No. 80 half-pint bottle. No. 5080, Nickel-plated lunch box, \$3.50.

For Prices, etc., write to your Jobber or direct to us.

LANDERS, FRARY & CLARK

New Britain, Conn.



Universal Vacuum Carafe

No. 1822	With Metal and Cork Stopper	.....\$4.50
No. 2822	With Glass Stopper and Chain	.... 5.00
No. 0122	Extra Filler for No. 1822	..... 2.50
No. 0322	Extra Filler for No. 2822	..... 3.00



No. 822	With Metal and Cork Stopper	.....\$3.50
No. 8822	With Glass Stopper and Chain	.... 4.00
No. 022	Extra Filler for No. 822	..... 2.50
No. 0422	Extra Filler for No. 8822	..... 3.00



Universal Vacuum Carafe.

No. 5822	With Metal and Cork Stopper	...\$5.50
No. 6822	With Glass Stopper and Chain	... 6.00
No. 0122	Extra Filler for No. 5822	..... 2.50
No. 0322	Extra Filler for No. 6822	..... 3.00

SHERWIN-WILLIAMS

Flat-Tone



Dress a Flat-Tone Window this week. This shows how the window trim goes up. Make some large Flat-Tone panels on wall board and show them in the window.

The Finish that sells all the year round.

Selling Flat-tone in the Fall is an opportunity for good profits, for S-W agents. Go about it in the right way, and you will find the effort well worth while. At this time outside painting is nearly over, painters are anxious to get inside work, and there are scores of homes in every town that should be "Brightened Up" before winter comes along. By dressing interesting Flat-tone windows you will get many enquiries which you can turn into profitable sales.

Show your customers attractive color combinations and draw attention to the beautiful, rich, velvety effect Flat-tone produces.

Explain how fine grinding makes Flat-tone spread further than ordinary wall paints. Show how easy it is to wash with soap and water without injury. Point out the sanitary value of Flat-tone over water paints and wall papers. Make it clear that Flat-tone can be used on rough and smooth plaster, stucco, wallboard, burlap, metal walls and ceilings and woodwork. If your customer intends applying the Flat-tone himself, explain how it is done with a wide wall brush. Flat-tone comes all ready to use.

Get acquainted with painters you can recommend to your customers. By working together you can get some good-sized orders. It's the best way to boost your sales. If you didn't get a Flat-tone window trim let us know and we will send one at once. Look over your Flat-tone stock now—all orders, large or small, will receive our prompt and careful attention.

SHERWIN-WILLIAMS PAINTS & VARNISHES

A FINISH FOR EVERY PURPOSE

THE SHERWIN-WILLIAMS Co. of Canada, Limited: Montreal, Toronto, Winnipeg, Calgary, Vancouver, Halifax, N.S., London, Eng.



HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVI.

TORONTO, OCTOBER 24, 1914.

No. 43

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SUBSCRIPTION PRICE—Canada, Great Britain, South Africa and the West Indies, \$2 a year; United States, \$2.50 a year; Other Countries, \$3 a year; Single Copies, 10 cents. Invariably in advance.

Fills the Bag and Increases Turnover

Your customers demand Dominion Ammunition—they know that eye and gun linked up with dependable cartridges — Dominion Cartridges—means good sport and successful sport.

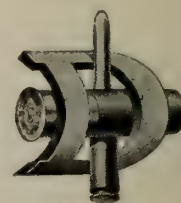
The steady call for Dominion Cartridges means live stock that moves—clean shelves that present an attractive appearance and increased sales of guns and other hunters' supplies.

Dominion—the only Ammunition entirely made in Canada.



Dominion Cartridge Co., Ltd.

MONTREAL



The Substitutes for



**"QUEEN'S HEAD"
GALVANIZED IRON**

will not give

"QUEEN'S HEAD" WEAR

or

"QUEEN'S HEAD" SATISFACTION

John Lysaght, Limited

A. C. Leslie & Co., Limited

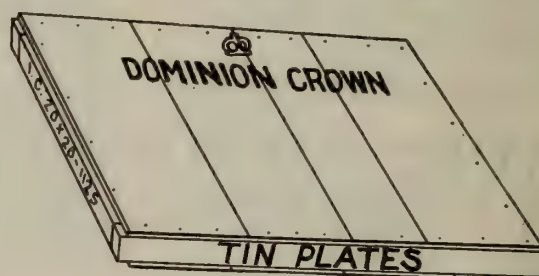
Makers

MONTREAL

Bristol, Newport and Montreal

Managers Canadian Branch

Charcoal Tinplates



High-Grade Quality

Extra Heavily Tinned

Insist on "DOMINION CROWN"

A. C. LESLIE & CO., Limited

MONTREAL

HARDWARE AND METAL

Vol. XXVI.

OCTOBER 24, 1914

No. 43

Australia Looking to Canada for Supplies

Opportunity for Canadian Manufacturers to Place Their Goods Before the Buyers of Australia and New Zealand — A List of Imports—Details of Prohibited Exports.

THE Editor of Hardware and Metal has received a letter from the Editor of the Australasian Hardware and Machinery, a trade paper published at Melbourne, Australia, requesting that names be forwarded of Canadian manufacturing concerns making goods suitable for the markets of Australia and New Zealand.

The letter reads as follows:—

Melbourne, Sept. 9, 1914.

The Editor

Hardware and Metal,
Toronto, Canada.

Dear Sir,—We learn by cable that efforts are being made in Canada to obtain elsewhere the goods hitherto imported from Germany.

In our own journal, a copy of which has gone forward, we have taken up the same idea in so far as the markets of Australia and New Zealand are concerned. A reprint of one of the articles is enclosed, and the other you will find on page 281 of the journal itself.

Our object in writing is to ask if you can tell us of any Canadian manufacturers likely to supply either of the lines we have hitherto imported from Germany and Austria-Hungary. We would gladly publish the names and addresses of such manufacturers if we had them, and any help you can give us in this direction will be very much appreciated.

Hoping to hear from you in the matter, and with thanks in anticipation,

I am, yours truly,

Australasian Hardware
and Machinery.

To what extent merchants in Australia and New Zealand

have been doing business on the import side with Germany and Austria-Hungary is shown in the table which accompanies this article. These markets are now closed to them, and they must look elsewhere to some part of the British Empire itself or to Britain's allies, or to countries like the

United States, which remain neutral.

The Australasian Hardware and Machinery says in part:

After the United States of America, Germany is our best foreign market of supply. According to the official figures, £7,153,609 worth of German products and manufactures was imported

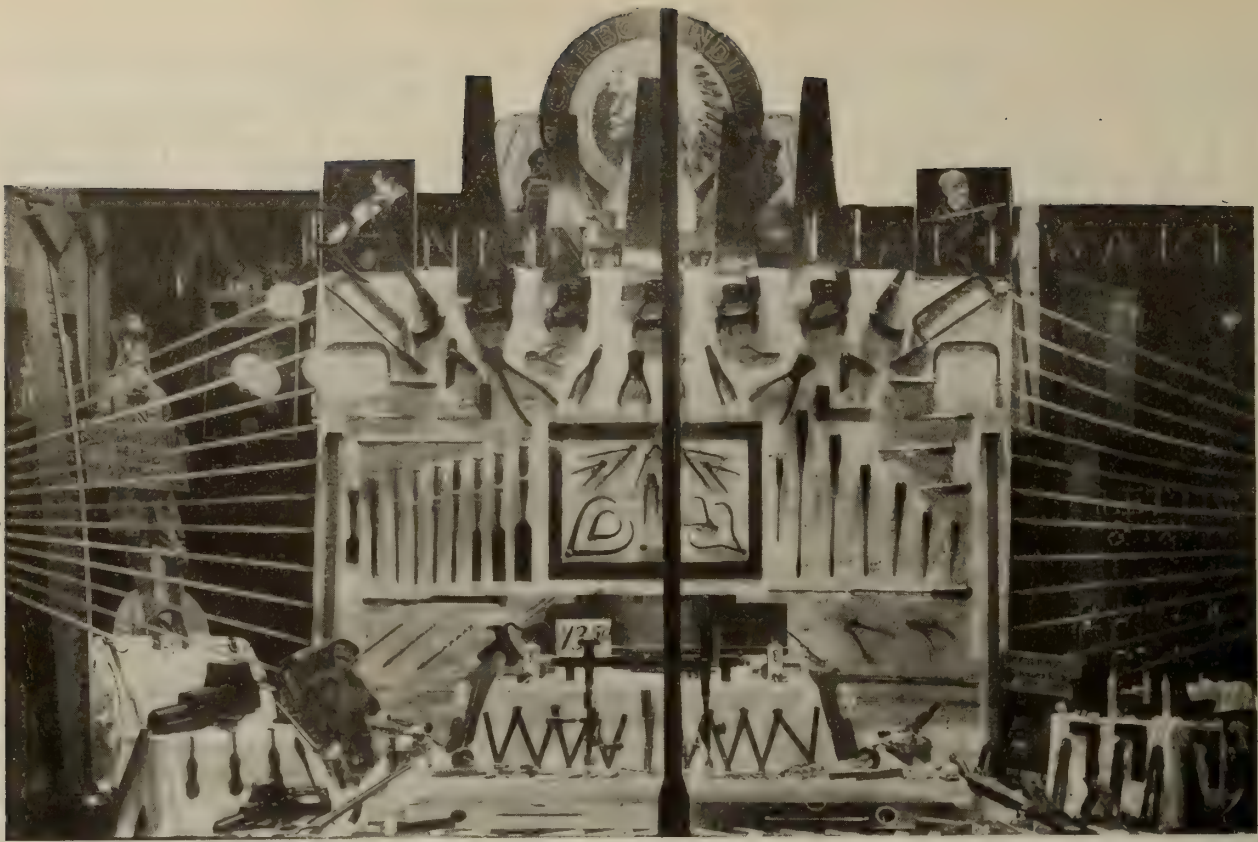
into the Commonwealth of Australia during the year 1912, while Australian exports to Germany for the same year were valued at £7,441,246. Austria-Hungary sends us comparatively little, and takes as little from us. Her figures for 1912 were £381,956 in goods sent out to Australia and £446,324 in wool and other products taken in exchange. The accompanying table shows the principal items of interest to our readers in the imports from both countries placed against the total imports to Australia of these particular lines:—

During the year 1912 New Zealand imported £653,230 worth produced in Germany, and £15,948 worth produced in Austria-Hungary. Her exports to these countries for the same twelvemonth were valued at £254,703 and £4,647 respectively.

Of Great Britain's allies in this ominous war France is of most interest to Australasia from the trade standpoint, with Belgium a good second, and Russia a bad third. We imported £2,443,312 worth of French goods in 1912 (Australia £2,293,293 and New Zealand £150,024), £1,345,800 worth of Belgian goods (Australia £1,192,034 and New Zealand £153,766), and £172,840

(Continued on page 50.)

	AUSTRALIAN IMPORTS FROM GERMANY AND AUSTRIA-HUNGARY.		
	Germany.	Austria.	Total Imports.
	£	£	£
Arms, explosives, etc.	74,216	.....	951,969
Belting	4,051	.....	109,918
Bolts and nuts	4,433	.....	174,210
Brass and work	10,205	.....	215,666
Brushware	31,750	4,926	163,967
Calcium carbide	6,488	.....	144,327
Canvas and duck	6,079	.....	318,623
Cement	144,571	366	262,396
Chinaware, etc.	66,072	14,661	154,024
Copper	27,040	.....	282,911
Cordage	8,056	2,710	310,626
Cutlery	34,867	.....	324,834
Earthenware	28,573	2,466	276,266
Electrical materials	77,230	1,665	697,545
Fancy goods	150,618	16,097	622,212
Fibres	9,606	1,516	453,228
Filters	4,089	39	13,087
Floor coverings	3,559	858	136,352
Furniture	22,808	35,578	450,882
Glass	37,775	.....	286,808
Glassware	98,133	12,718	285,986
Glue	3,619	791	54,749
Implements	4,644	.....	432,187
Insecticides	11,658	5,531	67,175
Iron and steel	309,035	1,506	4,367,190
Lamps and ware	49,486	907	198,517
Leaf and foil	24,955	.....	37,053
Leather and goods	84,109	1,360	683,604
Locks	712	.....	82,360
Machinery	257,935	1,918	3,968,074
Machine tools	16,627	259	291,783
Metals, mfrs. of	508,408	9,317	3,107,442
Musical instruments	504,666	.....	672,609
Nails and screws	10,529	.....	158,048
Oils	5,049	206	1,996,176
Paints and varnishes	21,950	194	686,861
Paperhangings	3,055	.....	60,966
Pipes and tubes	21,950	105	926,283
Pitch and tar	1,084	.....	9,971
Plaster of Paris, etc.	17,184	.....	39,104
Quicksilver	369	731	13,134
Rails	89,759	25,715	1,300,685
Resin	1,443	.....	91,460
Rubber and goods	221,001	1,946	994,750
Slates	1,462	.....	67,856
Stone	2,808	.....	93,547
Tiles	3,000	.....	59,367
Timber	9,157	.....	2,851,605
Tools of trade	37,874	392	695,407
Vehicles	92,449	4,058	2,383,658
Wicker and wood	42,474	1,072	263,940
Wire and netting	515,470	.....	1,403,505
Zinc	27,603	.....	97,751
Unenumerated	3,410,186	242,358	43,054,754
Total	7,153,609	381,956	78,158,600



An excellent display of mechanics tools in which large, plain price-tickets are a commendable feature. Although a large range of tools is shown there is no evidence of overcrowding. The display appeared in the hardware show window of W. A. Rankin's store at Ottawa, and was arranged by W. E. Knox.

Retailer's Experience With Window Displays

Because an Avalanche of Immediate Enquiries Does Not Result from Your Window Display You Should Not Come to the Conclusion That the Display is Not a Good One.

Written for Hardware and Metal by an Ontario Hardware Retailer.

A FEW weeks ago I read an article written by a window trimmer who was pointing out the value of the show window as a creator of sales. He brought out many splendid points, but there is one point in which I do not entirely agree with him. He said, "We have had goods in the store which had remained on the shelves for several years but immediately after displaying the goods in the show window we had scores of inquiries." His case may be an exceptional one, but I think I am quite safe in saying that he was a little too enthusiastic, and did not mean that he had received scores of inquiries. He may have had quite a number but I cannot conceive of any man securing scores of inquiries as a result of a window display, for a line of goods which represented dead dollars on the store's shelves for several years. I realize the value of a good window display for I have dressed many windows and have secured good business by doing so. I think the well-cared-for show window is one of the best sales mediums at the disposal of the retail merchant, but I do

not think the trade should be made to expect too much from the show window. I believe the merchant should expect a great deal—but not too much. I remember the first window trim I ever put in. I had just finished reading an article written by a window trimmer. He told of the way he had arranged his window display—and of the large number of sales which resulted. I thought I would follow out his plan and I arranged what I thought was a cracker-jack display—as near as possible like the display described by the window trimmer.

After the display had been arranged I watched for the inrush of customers—but lo and behold—they did not come in. We had a few inquiries, of course, but I can tell you we did not have scores of inquiries. I was rather discouraged and felt inclined to believe that window displays did not bring in many customers.

Although rather discouraged, I had faith in the value of the show window and I kept on arranging seasonable displays from time to time and trying to improve each display as I went along.

I found out by experience that with the exception of bargain windows, very few displays drew the large number of immediate inquiries that some people would have you believe result from window displays. I have found that—excepting bargain windows—the average hardware window display pulls and pulls strongly but does not jerk, and that is why I am writing on this subject. I want to offer a word of encouragement to the many window trimmers throughout this country who dress window after window but do not receive the flood of inquiries which some trimmers say they receive. I have spent a good many years in the business and I know that my show windows have paid splendid dividends, but they did not pay in jerks. They pulled steadily and I know they are pulling trade to-day. It would be hard to enumerate here the many instances of window-pulling power which have come to my notice during my many years in the retail hardware business, but I know that my show windows are a paying proposition. I do not claim to be an expert window trimmer by any

means, but I know that by tastefully displaying seasonable goods in season, and using attractive show-cards and price cards with prices shown in plain figures, I have pulled in a lot of business. I know there are many other merchants in my class.

To the beginner in business or to the clerk who has just been allotted the task of looking after the show windows I want to say, "Do not get discouraged if your display does not draw an inrush of customers—the window with the biggest crowd around it doesn't always sell the most goods."

Originality in display is an important factor in successful window trimming, and every trimmer should try to work in original ideas—but not freaks.



THE MERCHANT AND HIS AD.

Here are some good suggestions offered by the editor of a weekly newspaper on advertising:

"The merchant who slings his 'ad' together any old way and then wonders why it doesn't bring business, or who makes exaggerated claims and fails to back up his assertions, brings discredit to advertising generally, and is doing injustice to the honest and practical advertiser.

"An 'ad' to be a business getter must be honest, snappy and attractive. The reader will then get the habit of looking for its weekly appearance. And it is still more important that the merchant back up his advertising. If goods are advertised at such and such a price they should be plainly marked and sold at that price; and, further, they should be on prominent display. It means a little trouble, but it is well worth while.

"If an odd merchant here and there concludes that his advertising is not paying he can rightly take it for granted that it is not the public's fault, but his own. Advertising generally has too high a reputation, as a salesman to be discredited by any one merchant who fails to make it a success."



WINTER MAILS FOR ARCTIC REGIONS.

Ottawa, Ont., Oct. 14.—The Post Office Department has arranged for a winter mail service from Edmonton to Fort Resolution, Fort McPherson, and intermediate points, leaving Edmonton on November 25, December 29, January 30, and February 26. The service will be confined to letters of a weight not exceeding one ounce.

Christmas Window Contest

FOR many years past it has been customary for Hardware and Metal to conduct a Christmas window display contest each year.

This contest has become an event of wide interest for all Canadian retail hardwaremen interested in window trimming. The competition has been keen and each year has seen a wider and more representative response, culminating in the big success scored last year. During the last few weeks of December, dozens of photos were received at Hardware and Metal's office. The standard of the displays entered was so extremely high that the comment of one of the judges to the effect that "hardware window trimming has been put on a new plane," was fully justified. The announcement of the awards was eagerly awaited.

In accordance with past custom, two contests will be conducted this year—one for stores in places under 5,000 population; the other for places of 5,000 and over. No restrictions will be set on the style of display or the goods used in the arrangement, except that each window must be arranged with an eye to the Christmas trade. The prizes will be as follows:—

PLACES OF 5,000 AND OVER.

First Prize	\$10.00
Second Prize	5.00
Third Prize	3.00
Fourth Prize	2.00

PLACES UNDER 5,000.

First Prize	\$10.00
Second Prize	5.00
Third Prize	3.00
Fourth Prize	2.00

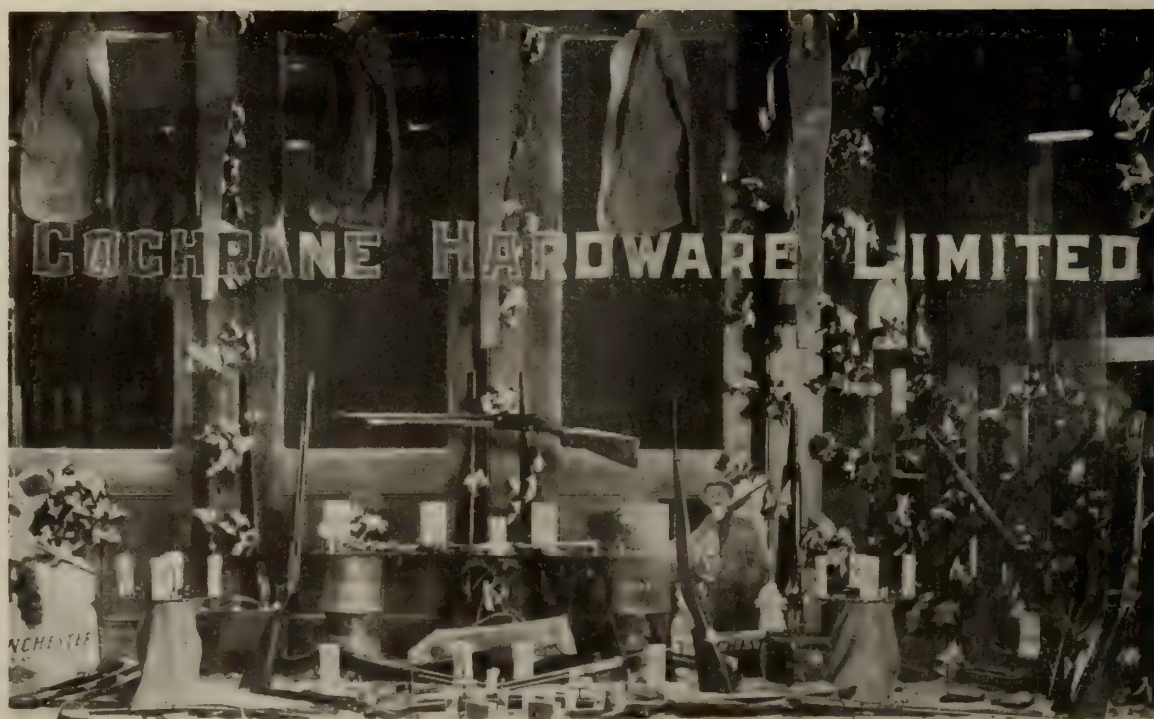
Contestants will note that two fourth prizes are offered this year, and also that the prize money offered in each case is larger than in previous years. The prize winners in last year's contest were: Places of 5,000 and over: First prize—Fred. J. Mills, with Mills Hardware Co., Hamilton, Ont.; Second Prize—Chas. Byford, with Bond Hardware Co., Guelph, Ont.; Third Prize—C. H. Smith, with J. H. Ashdown Hardware Co., Calgary, Alta. Places under 5,000: First Prize—W. S. Petrie, with D. Leckie, Kelowna, B.C.; Second Prize—D. E. Tait, with T. S. Tait & Sons, Campbellford, Ont.; Third Prize—John F. Bingham, with G. A. Binns Hardware, Newmarket, Ont. The following received honorable mention: Jules Gordeau, with J. H. Ashdown Hardware Co., Winnipeg; W. S. Bate, with McLaren Hardware Co., Calgary; L. A. Phaneuf, with South Hill Hardware Co., Moose Jaw, Man.; R. H. Thornhill, with the P. Hymmen Co., Berlin, Ont.; Chas. H. McGibbon, with Peterboro Hardware Co., Peterboro, Ont.; A. L. Shields, Kincardine, Ont.; H. H. Otton & Sons, Barrie, Ont.; Thos. Houghton, Parkhill, Ont.; J. Sutherland, with the Whitten Co., Bracebridge, Ont.; Jas. Craig, with Van Tuyl & Farsbank, Petrolia, Ont.; Ted Robert, with B. Carriere & Fils, Hull, P.Q.

Since last year's contest a large number of new window trimmers have developed in the Canadian retail hardware trade and there promises to be keen competition in this year's contest.

The contest closes on Saturday, December 28. No photos received after that date will be entered unless there is proof that they had been delayed in transit.

All matter should be addressed to "The Editor, Hardware and Metal, 143-153 University Avenue, Toronto," and marked "For Christmas window contest."

ARE YOU GOING TO ENTER?



A seasonable window display arranged by C. W. Harman for the Cochrrane Hardware Co., Sault Ste. Marie. A large number of maple leaves just turning with the frost were used with good effect in trimming this window. Revolvers and loading sets are shown on glass shelves supported in upturned brass cuspidors. The above shows only one-half of the display. The window is located on a corner. The gate shown above divides the window. A regular hunters' camp was shown in the other half of the window.

Ability With Rifle Likely to Become Fashionable

War Talk and War Modes and Fashions Should Help the Hardwaremen Who Take Advantage of the Trend of Public Opinion to Push His Lines of Firearms and Ammunition.

Written for Hardware and Metal by E. Goode.

PEOPLE are talking war—of armies and navies, of aeroplanes and dreadnaughts, of explosives and immense guns; people are wearing war styles and singing war songs. The war of Europe of to-day promises to fill the most significant page of the world history; it is influencing directly or indirectly the lives of all the civilized and most of the uncivilized people.

With the thought of war comes the thought of firearms. Warfare in the average mind is typified by a uniform, a rifle and the ability to use that rifle. But people do not need to wear a uniform to use the rifle. The men who are marching away to join the contingents and move to the front are not the only ones who are thinking of the advantages of being able to shoot: before this war is over there may be a need for many to take up arms who have

known little about handling a large-bore rifle.

Does the situation not present possibilities to the hardware merchant? Everybody is thinking and talking war—and little but war—war is typified by firearms and the hardware merchant sells firearms. Whether a man is preparing to go to the front or not in times like this there is forced upon all the desirability of being able to handle a rifle so as to make the landscape within a reasonable distance as unhealthy as possible for enemies—if it should come to that. The activities may be confined to a target or to the pursuit of game, but the fact remains that the desirability of being able to handle firearms was never more strongly brought home than at present and the result will undoubtedly be larger sales of rifles and of ammunition. Dealers report that there has

already been an improvement in the call for firearms since the war. First it came in a call for arms by private corporations for the protection of bridges and other property which might be subject to the attack of an enemy desiring to destroy transportation facilities, supplies of foodstuffs or to do other damage which might work to the detriment of Canadian interests.

The window displays can be made an important factor in turning public feeling into a channel which will mean business just at this time. When the public mind is in a receptive mood is the time when suggestion has effect. To-day the people are in the humor to be attracted by fire arms. Besides the usual quota of sportsmen who will find that their favorite autumn pastime is more popular than ever this year, there are many who will be getting some instruc-



The splendid hunting goods displays shown are a strong exhibit to support the argument that what a retail merchant sells is, to a large extent, what he tries to sell.

These windows formed a strong attraction at the store of the H. G. Goodeve Hardware Co., Coleman, Alta., at the opening of the hunting season, when the thoughts of men with red blood were turning to the autumn outdoors and the lure of the chase.

Coleman is a mining town. But just because it is a mining town the Goodeve Hardware Co. does not set down a policy of confining its stock to picks and shovels. The photograph indicates an enterprise that would do credit to many city retail stores.

And this window sold sporting goods. From a letter we quote: "The displays created a big demand for different lines of sporting goods and guns during the time it was in." It is a case of getting sales through the power of suggestion—with the suggestion backed up with the goods.

The strong feature of the windows from the standpoint of attracting the attention of the sportsmen were the mounted trophies of prairie, hill and wood which are shown—the mountain goat, the black bear, the eagle, the lordly buck and various smaller game. But interesting from the standpoint of the window-dresser also was the extensive use which has been made of manufacturers' "props." Arms and ammunition manufacturers are at all times prepared to supply the retailer with very attractive display materials in the shape of cards, pictures, etc., and with a little good taste they can be made to do excellent service. The retailer who might make light of their value because they cost nothing is making a mistake.

The Goodeve Company considers its windows a valuable asset as trade bringers. Archie Joseph, who arranged the hunting displays, is a stronger believer in window publicity and his work has a considerable influence in bringing business to the store.

tion in shooting and there will be a demand for smaller rifles for the bigger boys—a demand which will now find encouragement from many parents where formerly there would probably be a refusal or at best a grudging assent.

Working up business in firearms at a time like this is taking advantage of a field upon which public opinion has already done much in the way of cultivation. There can be no objection to calling the attention of the people to the advisability of every man knowing something about the handling of a rifle—the Government is working to the same end, and it is not absolutely necessary that a man should go to the ranges

or handle a military rifle that he should be a fair shot, for there is little difference between the regulation firearm and the high-power rifles which are being used for big game. Of course, it would be advisable to explain that high-power rifles are not intended for target practice in the back yard.

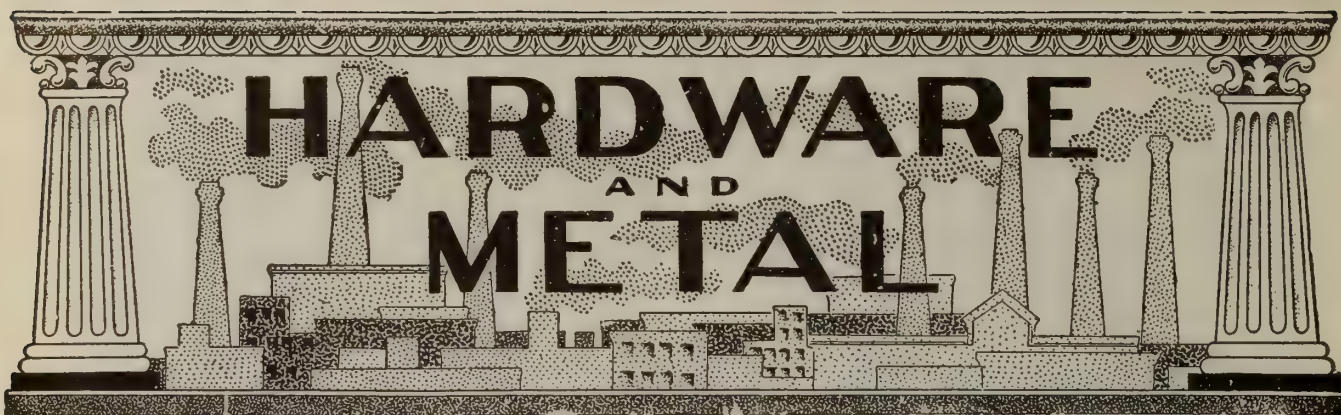
The advantage of being able to handle a big rifle should give an added zest to the fall outings in the northern woods, for not only is there experience in handling firearms where self reliance is very important, and where quick action and sharp shooting is required, but the woods also offer an excellent oppor-

tunity for a man to get into hardy condition.

Altogether it looks like a season when firearms can be made a big selling line. It is for the hardware men to take advantage of the strong trend of public opinion at the present time and attract public attention to his rifles and guns.



If it is absolutely necessary that you employ your relatives or your wife's relatives in your store, do so, but tell them that when business is in question relationship must be forgotten.



VOL. XXVI. No. 43

Toronto, Canada, October 24, 1914

Two Dollars per Year

Mail Order Stoves

MANY complaints are still heard from some retailers about the inroads of mail order houses in the stove trade. On the other hand there are retailers who seldom complain about mail order houses, and say that they are giving the mail order houses a fight for their money. It might be wise to point out just at this season that the worst enemy of many stove dealers is their own lack of progressiveness. They do nothing to teach the public the wisdom of buying at home. They even neglect to feature their line of stoves prominently. The result is that the person who contemplates buying a new stove has nothing to guide him and may very easily fall into the error of buying by mail. Under such circumstances, the mail order house gets a lot of business in and around the district to which this unprogressive dealer caters. The latter believes that the business, thus secured is due to the activity of the mail order house when in reality it is due to his own inactivity.

For it is a fact that catalogue buying can thrive only where the local dealers are sufficiently lacking in enterprise to let it grow. As every hardwareman knows, the local dealer has advantages which, if employed actively, reduce mail order buying, to a negligible quantity. If these advantages are used, the catalogue house, no matter how active a campaign it may make, will get but a slender share of the business.

Western Stockyards

IN a recent issue of Hardware and Metal attention was drawn to the fact that Western Canada is now paying more attention to the development of the live stock industry and that a number of cities were establishing stockyards. Word now comes from Regina that the stockyards recently started there under city control are meeting with success, large shipments of stock having been handled as well as small ones.

These stockyards afford farmers with live stock to sell, an excellent opportunity of marketing them, inasmuch as competitive buying is assured. As railway lines radiate in all directions from Regina, the city is in an excellent location, as far as railway facilities are concerned. The short haul to the Regina stockyards from any point in Saskatchewan is also

an argument in favor of the farmer shipping his live stock there, inasmuch as the shrinkage is less and the stock is in good condition for selling.

Doubtful Enterprises

THE business depression preceding the war and the war's effects have in some ways, been beneficial. They have wiped out a large number of get-rich-quick schemes of questionable merit. Among the latter may be numbered recent oil propositions, black fox farms, real estate sub-divisions and many other doubtful propositions. Many retailers have learned costly lessons and it is to be hoped that they will not soon be forgotten. For the time being these illegitimate propositions are dead and gone and the country as a whole is better off for their absence. We can rest assured, however, that they will come to life again, if not in the old form, then in some other condition and the lessons of the past should serve a useful purpose in the future by placing retailers on their guard against fake propositions. The average retail merchant cannot afford to risk his good standing with his creditors by dabbling in doubtful propositions. Many men who are to-day tied-up to the limit have only themselves to blame. They have departed from the paths of legitimate business and in their effort to get-rich-quick have lost the little that they had.

The people who have parted with their money for foolish schemes are not the last of their kind. There are many more and they will be found biting in the future just as others have bitten and been bitten in the past.

Vacant Lot Gardens

A SCHEME now under way in many cities and meeting with general favor is the idea of making gardens of vacant lots. The scheme as worked out in one Western city, is for citizens owning vacant lots to allow the Vacant Lot Gardeners' Association to make use of the land. Any citizen who is desirous of utilizing spare time in planting vegetables can secure as many vacant lots as he desires upon making application to the Vacant Lot Gardeners' Association. In another city a movement is on foot to set aside 50 acres of city land for the purpose. Retail hardwaremen should aim to extend the

movement, which appears to be a worthy one. Not only would the plan benefit many private individuals who have not vacant land of their own, but it would afford retail hardwaremen excellent opportunity to enlarge their sales of garden tools, seeds, fencing, etc.

Safety in Sport

THE advent of the shooting season calls attention to the number of shooting accidents which annually occur as a result of carelessness by hunters. Already this season a number of accidents, several fatal, have been recorded.

Year after year accidents of the same class occur: guns go off prematurely, or through want of care in handling; hunters in the woods are shot in mistake for deer and other animals. Another series of accidents, due to the upsetting of canoes, results in the drowning of duck-hunters or other occupants.

While the railways and other large employers are advocating and insisting upon safety measures by employees during working hours, it is of equal importance that the "Safety First" movement should have a place in the field of sport. If, by the exercise of care, lives may be saved and the number of those injured be reduced, it will well repay the greater caution required by those indulging in the favorite autumn pastime.

Hardwaremen, who are the largest distributors of guns and ammunition should do all in their power to preach the gospel of "Safety First."

Speed Up Collections

THE lad who got into the fistic argument with that boy across the street and sought the family roof for paternal assistance and who was told to fight his own battles probably put up a better scrap the next time.

The soldier in battle is likely to stick longer and put up a better fight if he has no place to retreat to.

We have nothing further to say about boys' fights or soldier's battles. This is about business. There are many retail houses which are having some trouble at the present time through having too much on their books. It is not a time to expect too much further assistance from the wholesaler; they are having troubles of their own. The retailer may think it a hardship at this time to find that he cannot extend his line, but later there may be benefits develop from present difficulties. When the wholesaler is not in a position to extend credits further it is a good time to get on the aggressive in the matter of collections, and by watching accounts more closely better conditions will prevail in the future.

The Price of Rope

DURING the past week a considerable decline has taken place in the price of Manila rope. The decline amounts to 2 cents per pound. This is simply further evidence that it is hard to predict what might happen to prices on various lines during a time when conditions throughout the world are unsettled. This of course is the quiet season of the year for rope of various kinds and from now until about February 1, a dull period usually exists. After that there is pronounced activity, owing to the approach of the resumption of navigation in the spring. The decline in Canada followed a decline in

the United States in which country orders for rope are both scarce and for diminished quantities. A report from New York says:

"There is no change in the local market, prices being nominally repeated in default of cables from the primary points. No business was reported in the trade, the manufacturers still pursuing their waiting policy. Brokers do not expect any immediate improvement though the buyers have been out of the market for some time. Fair current Manila is repeated at 7c, though this figure might be shaded on a bid. Sisal is quoted at 4½c with the demand practically at a standstill. Istle is dull at quotations.

"Nothing new was reported in jute, there being still good demand, though the shipping conditions complicate the situation. The war risk and exchange tend to increase the cost to import. Local business has been better of late since steamers are clearing from Calcutta, but October cannot be obtained."

The Australian Market

ELSEWHERE in this issue appears a letter, from the Editor of an Australian hardware trade paper, in which it is pointed out that there are opportunities for Canadian firms to open up connections with firms in Australia and New Zealand. The request is made that Canadian manufacturers send in their names with lists of products they are prepared to export. Any information which may be sent in to Hardware and Metal will be cheerfully forwarded by us. A table accompanies the article, giving figures showing the extent of the trade formerly carried on with Germany and Austria-Hungary. These markets are now closed to them and they must look elsewhere to some part of the British Empire or to its Allies or to countries which remain neutral. Notice is also given of a proclamation issued on August 6, prohibiting the exportation or the transfer of a number of articles, capable of being used for purposes of war.

Higher Seeds Next Spring.

IT is likely that the trade will have to pay a higher price for flower seeds next Spring, owing to difficulty in securing supplies from Europe. Seed merchants at present are unable to provide any accurate information as the crops are only now being gathered, but they admit a slight advance is probable, especially in package seeds. Canada is not a good seed producing country, as the summer is too short and hot, resulting in the seed dying in the pod before it is ripe enough to ensure germination. Germany has been the source of many flower seeds used in this country, and the same country supplied much of the grass and vegetable seed.

For next spring's supply, importers are relying on Holland, Denmark, France, the United States and England, Denmark produces much of the cauliflower and cabbage seed, while France provides much of the best seed. England produces turnip and garden beet, and California onion and lettuce. Flower seeds will be most affected, coming from Germany.

The supply of bulbs, which are planted in the Fall, has not been affected by the war, as they had been imported long before war broke out. As these come mostly from Holland and the south of France, it would not be impossible to secure further supplies if required.

Retail Advertising as a Daily Business Food

The Appetite of the Average Retail Concern Must be Carefully Studied — An Advertising Contract Plays no More Important Part Than That of a Meal Ticket to a Healthy Man.

Written for Hardware and Metal by Henry Lewis.

AN advertising contract is not advertising any more than a sheet of plate glass is a window display.

There are a lot of merchants in the retail business—and in speaking to the hardware trade I am not going to be so polite as to say that present company is excepted, for it is not—who seem to imagine that when they go to the local newspaper and sign an agreement which for a stated sum gives them so much space in certain stated publications for a stated period, that they advertise. They seem to think that an advertising contract is something in the nature of an insurance policy which gives service so long as the premiums are paid; that if they pay their monthly bills and hang on to the contract that they are doing their duty by the business. It has been so often said and proven that advertising pays that they know it must; therefore, if they spend money for publicity they must be getting the benefit.

Signing a contract is a good start in advertising—that is, if it is a contract based upon careful consideration of essentials. But it will do your business no more good than a meal ticket will benefit the human system if you do not eat regularly. Think of your advertising contract in this meal ticket light—give your business regular stimulant in the way of publicity food. The splurge of signing the contract in itself will be of no benefit later than a Thanksgiving dinner to a hunger on the following 1st of July.

Advertising is like a man's collar—it wants to be changed often. It does not require any great knowledge of the science of advertising to make a forceful advertisement. Every live merchant has ideas upon which business-pulling copy can be prepared. The big idea is not to let the advertisement appear stale. Let it speak of seasonable goods; let it speak often, and if possible, let it speak just a little bit differently.

In assisting the advertising program, a technical knowledge of the art of advertising is, of course, of great assistance. But it does not follow that the average retailer must be an expert on the subject before he goes in for publicity. There are many ways in which helpful knowledge can be secured. The great fundamental is to get the advertiser

sufficiently interested in the subject to give it his time and attention. There are suggestions which can be had from the news columns or the advertisements of the trade papers, hints which can be taken from the literature which is sent out by the big manufacturing houses and there is the knowledge of the wide-awake merchant of his own particular trade—this latter can be made a great asset in advertising if used wisely.

But first, in the small store, it is necessary to appreciate what advertising is and what it means; to get the advertiser to figure the value of his space on a daily or weekly basis and not as an annual expenditure when the contract

campaign these conditions may be of the highest importance.

It would not be possible to set forth a set of rules to guide the merchant who is planning advertising because of this feature of individuality in practically every retail business.

Deciding Space and Issues.

In the smaller towns where there is only a weekly paper, the matter is comparatively simple. But even here there are factors. There is to be considered the question of what space can be afforded; the position of this space, which may depend on the kind of business and the makeup of the paper; and whether the same space shall be used all the time or whether there will be seasons when it may be advisable to make special efforts. This may be arranged in the contract or it may be left to be worked up afterwards in extra space. This is a point which should have attention, for if the contract is signed for a regular space at a figure which has been set aside for the annual expenditure, then when it comes time for a special effort it will be found that the expenditure must be overrun to carry out the program.

In the city the problem will be found to have many phases—and it is a problem which each must consider individually. Where there are several papers there is the question of a morning or evening campaign—it will usually be found that publicity in all cannot be afforded. There will be the problem of a set space or a "splurge" for special days or special events; the problems, too, of city or district circulation, class of readers, position in paper in relation to makeup, and many other details which are important factors in the whole proposition.

Circularizing Problems.

Similarly many of the same factors enter into advertising campaigns of a different character. With circulars there would be the question of the advisability or regularly printed sheets or booklets, or multigraphed letters in imitation of typewriting and properly signed; whether it is advisable to send open or closed envelopes (despite the higher postage the sealed envelope often pays in the effect); whether the campaign

(Continued on page 53.)

RECEIVES SUGGESTIONS FROM HARDWARE AND METAL.

*Pioneer Hardware Store.
Stoney Creek, Oct 10, '14.
Editor, Hardware and Metal,
Toronto.*

Dear Sir:—

I was surprised on opening my copy of Hardware and Metal to-day to find a full description with illustrations of my new retail catalogue. I hope it will benefit many other small merchants and encourage them to go after business that is waiting for them. I assure you I get suggestions from Hardware and Metal worth many times its cost to me.

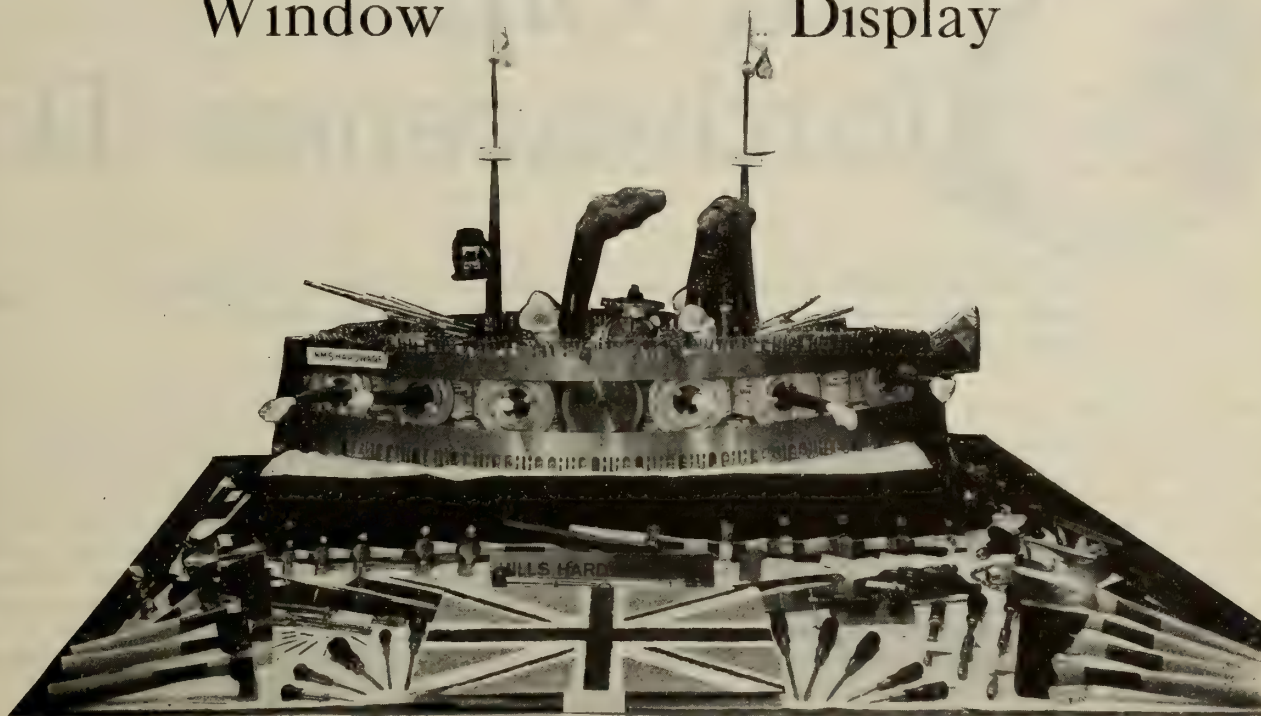
*Very Truly Yours,
JOHN H. LEE*

is signed. This interest will sow seeds which will develop, and that development will usually be a very healthy growth.

Suit Program to Business.

There are a number of factors which enter into the newspaper advertising campaign which should have the careful consideration of the merchant before the important step of signing the contract. There are individual features of practically every retail business. There are conditions which relate to the field of almost every store which will be different from a store of the same size in another locality. In relation to the advertising

An Outstanding Hardware Battleship Window Display



Hardware battleship six feet in length. Union Jack shown on bottom of window was composed of dry paint colors spread on wall-board.

A FEW days after the declaration of war a hardware window-trimmer at Montreal, who takes advantage of special occasions to feature novel window displays constructed a hardware battleship. The goods used in the construction of the ship were all taken from stock and the display attracted enormous crowds.

A picture of the window trim was sent to Hardware and Metal and appeared on page 35 of the August 15 issue together with a description of the ship and a list of the goods used. The week following the distribution of the August 15 issue hundreds of hardware battleships appeared in retail hardware show windows throughout Canada. In one town in Eastern Ontario three battleship displays were on exhibition at one time, in the three hardware stores located there. In each case the window trimmer stated that he had secured the idea from the battleship reproduction which had appeared in Hardware and Metal. One trimmer stated that as a result of the display his firm had sold more casters during one week than they had sold in several weeks before, and the reason was that bed casters had been used to represent some of the smaller guns on the ship. Customers noticed the casters and then suddenly remembered that they had a chair, table or bed which needed a caster or set of casters. This is only one instance of dozens reported to Hardware and Metal. Many excellent outstanding trims have appeared in various parts of Canada and one of the best of those which has reached Hardware and Metal's office is shown above. This display appeared in the show window of the Mills Hardware Co., Hamilton, Ont., and attracted a great deal of attention. The ship was built on a large scale being six feet in length and formed the background of an exceedingly attractive tool display. Another novel feature of the display was the "Union Jack," of dry paint colors, which can be seen in the centre of the display. The flag measured about 18 x 30 inches and was made of wall board covered with dry paints, the colors used were white lead, ultramarine blue, and vermilion.

The flag itself was a novel attraction. All the materials used in the construction of the ship were taken from stock. The hull of the boat was composed of cans of paint. Four cross-cut saws six feet in length were used, two of which can be seen in the above illustrations. The saws were joined at the ends with box corners which represented the bow and stern of the boat. The deck was composed of steel cabinet scrapers laid flat on the paint cans. Port holes from which the large guns projected were represented by circular saws and teapot stands. Stove pipes answered as funnels and the smoke was represented by steel wool. The heavy guns were wooden taps and the smoke which they emitted was cotton batting. Quick firing guns were represented by spiral screw-drivers. The headlight was a bicycle lamp, the masts were brass extension curtain rods and the wireless apparatus showing between the masts was composed of picture wire. The ladders were brass ladder chain. A round mouse trap was used as a turret and collapsible aluminum drinking cups represented the ventilators. The whistle was represented by a small nicked gasoline torch. The rail of the ship was represented by steel jack chain which rested on the upturned teeth of the cross-cut saws. Considerable time was required to construct the battleship but Mr. Mills informed a representative of Hardware and Metal that it was the greatest attraction they had ever had in their show window. An excellent arrangement of tools, each article accompanied by a price card also appeared in the window.



What Other Hardwaremen Do

Port Arthur Firm Uses Special Counter for Displaying Small Wares—Hardware Merchant Fighting the Pedlar—Keeping a Record of All Goods Not in Stock—Non-Essential Things.

SELLING SMALL GOODS.

The Tourtellott Hardware Co., Port Arthur, are meeting with exceptional success in selling small items of household goods. This is due largely to the fact that they have specially constructed counters and racks for displaying these lines. The accompanying illustration shows one of the combination counters and rack. The counter top is formed of divisions which are adjustable to various sizes and in which are shown many lines of household goods, such as cake turners, graters, sink and scrub brushes, egg beaters, paint brushes, mouse traps, paring knives, and other goods ranging in price from a nickel to half a dollar. Below the counter top at the front are shown such lines as clothes lines, sad irons, mop cloths, etc. The rack which extends up from the back of the counter, is used for displaying such lines as strainers, graters, garment hangers, etc. The shelf, which forms part of the rack, is used for displaying polishes, cleansers, metal polishes, lye and other package goods. The combination counter and rack is placed near the entrance to the store where it can be seen by all customers who enter. All the goods are priced in plain figures and customers can see at a glance what the price of each article is. The counters and racks are placed near the entrance to the store—and they sell the goods.

FIGHTING THE PEDLAR.

J. P. Noonan, hardware merchant, Mt. Forest, heard that stove pedlars were coming to infest the vicinity in which he is located and he is using the newspapers to fight them. One of his advertisements which recently appeared in the reading columns of the local paper under the heading "War Prices on Stoves and Ranges," reads as follows:—

"We have been told that there is a gang of pedlars coming this way to try to sell the farmers of this section stoves

and ranges. Now we are not like the Kaiser, we do not want the earth, but we do want a share of the business of our neighbors and customers with whom we have been doing business for the last thirty-five years.

"We have been looking ahead and have secured from the manufacturers with whom we have been doing business all these years some nice concessions to meet this unfair competition and can offer a nice all steel ——— range with duplex grates, 18-inch oven and water



Sectional view of Household Goods Department in the Tourtellott Hardware Co. store, Port Arthur, showing a specially constructed counter and rack used for displaying kitchen utensils and other lines.

tank for \$18.00, and a larger steel range with six holes, large fire box and high closet and water tank for \$31.00. Also one of the heaviest cast ranges made in Canada with six No. 9 holes and 20-inch oven and high closet of handsome design for \$38.00.

You can rest assured these pedlars are not coming around for their health or for your benefit, but for the profit

there is in it for themselves. Now, don't you think, before buying a range, or, for that matter, any household article, it would be well to see what your home town has? Almost invariably you will find you can do better at home. Besides, you are leaving your money where you are likely to get some of it back. Call and see us.

"J. P. Noonan."

KEEPS A RECORD.

A Hamilton, Ont., retailer insists that all salesmen keep a record of all goods which are asked for, but which are not carried in stock. A specially printed blank form placed on a small table near the cash register serves as memo-pad on which to record all goods which cannot be supplied to customers. These records are checked up each week. The method adopted shows the proprietor that he can add new lines from time to time. For instances, he found that his clerks had received a sufficiently large inquiry for gas mantles to justify him in putting in a stock and he now sells large quantities. Many other lines have been taken on in the same manner.

NON-ESSENTIAL THINGS.

An American contemporary draws attention to an incident from which a lesson may be drawn. Here it is:

"There is meat in the following instance for any intelligent storekeeper. A friend of the writer's invested some money and took an active position in a small business that was in pretty bad shape through mismanagement. Among other things he learned after starting on the job, was the fact that a few weeks previous the concern had purchased an adding machine. Now an adding machine is one of the best and most useful business devices of the age, but here was a concern that was not making

(Continued on page 57.)

TEN COMMANDMENTS OF MAIL ORDER HOUSES.

The following ten commandments are offered by one philosopher, for the guidance of catalogue house patrons:

1. You shall sell your farm produce for cash, whenever you can, but not to us. We do not buy from you.
2. You shall believe our statements and buy all you need from us because we want to be good to you although we are not acquainted with you.
3. You shall send the money in advance to give us a chance to get the goods from the factory with your money. Meanwhile you will have to wait patiently a few weeks as that is our business method.
4. You shall buy church bells and church fixtures from us and forward the money in advance for this is our business method and you shall collect from the business men in your town as much money as you can for the benefit of your churches as it is against our rules to donate for building country churches.
6. You shall buy your tools from us and be your own mechanic in order to drive the mechanics from your vicinity, for we wish it so.
7. You shall induce your neighbors to buy everything from us as we have room for more money—less money there is in your community the sooner we can put your local merchants out of business and charge you what we please.
8. You shall look often at the beautiful pictures in our catalogues, your wishes will increase and so you will send in a big order although you are in no immediate need of the goods otherwise you might have some money left to buy some necessary goods from your local merchant.
9. You shall have the merchants who repair your goods you buy from us book the bills so you can send the money for their labor to us for new goods, otherwise they will not notice our influence.
10. You shall in case of sickness or need apply to your local dealer for aid and credit as we don't know you nor do we care to.

Suggestions for Seasonable Windows

A NEATLY arranged display of foot warmers, carbon, etc., will greatly interest the autoist, the liveryman, carriage owner, mail driver, rural mail driver, or any person who uses a conveyance during the fall and winter. Manufacturers of foot warmers supply attractive display cards, etc., for window trims. It is a good plan to get prospects interested early in the season. A good window display creates enquiries.

A large number of buildings including many residences are now nearing completion and finishing hardware will be needed. Many property owners or builders do their own purchasing and often leave it until the last minute. They are now looking around for suggestions. An attractive window display of builders' hardware will help you to land some of the contracts.

Arrange a window display occasionally for the farm trade. The farmers are now purchasing cow chains, fasteners, hinges, hangers, roofing, glass, etc. The present is a good time to feature lanterns, lamps, burners, etc. It is not too early to start featuring cross-cut saws, hand saws, etc. Get the interest of the prospects early in the season and they will generally prove to be buyers, if not now, later on.

Fall hunting is now on in earnest and a good window display of guns and ammunition will attract considerable attention. Hunting scenes can be arranged at reasonable cost. Manufacturers of guns and ammunition will gladly supply attractive posters and advertising—or perhaps you have already received some window trims suitable for use at the present time.

Stove accessories, stove cement, coal hods, ash-sifters, stove and furnace shovels, stove lifters, stove pipes, dampers, collars, flue stoppers, elbows, small heaters, etc., are in demand at this season of the year. Although the goods are very commonplace, they can be arranged in a show window in such a manner that they will attract attention and help to create sales. Use a show card or two, advising the public to "Prepare for the Cold Weather."

Slamming doors, draughts and other inconveniences and bad language can be prevented during the fall and winter by using door checks. A window display of door checks with a few mounted samples will create inquiries and your salesmen should be able to do the rest. A model in working order displayed in the window will prove a centre of attraction. The door check line is a good one to feature in the fall and checks are badly needed in many homes, stores and offices.

Paint is another line which should be featured during the fall. Window displays will help to stimulate the demand for painting materials. Among the popular sellers at this season of the year are linoleum and floor finishes, stove pipe enamel, carriage and implement paint, wall finishes, outside paint, etc. The fact should be emphasized that paint preserves property. This may be accomplished by using show cards

Fall house-cleaning in preparation for the winter months paves the way for the sale of mops, brushes, vacuum cleaners, ladders, brooms, dustless dusters, chamois and a hundred other lines. A good window display of house-cleaning supplies will interest the housewife particularly if price tickets, are shown on the various lines. In arranging a house-cleaning window display be sure and see that all goods shown are clean and bright in appearance.

A Fifty Million Dollar Undertaking

The Story of the Building of the New Welland Canal—One of the Biggest Engineering Feats Ever Undertaken in Canada—Benefits Resulting Will Be Incalculable.

CANADA is spending fifty million dollars on the straightening and improving of the Welland Canal. No more striking evidence of the possibilities of future development could be adduced than this enormous expenditure of money and time to effect a better method of transportation on the Great Lakes.

The war has checked the work of the engineers, but not to any appreciable extent. Canada's faith in her future is shown by the aggressive energy with which the great undertaking is being pressed forward.

With almost as little concern as a millionaire might display in ordering the enlargement of his garage or the construction of a driveway through his grounds, Miss Canada has been instructing her engineers to build a new canal across the Niagara peninsula. National housekeeping arrangements were becoming somewhat straightened at this point; facilities for moving supplies from one part of the domestic establishment to another showing signs of inadequacy. What more natural than to call up some workmen and have the matter attended to at once, precisely as an everyday housewife would summon the assistance of carpenter or plumber in case of need?

The absolute unconcern with which the nation has embarked on this enterprise at Niagara—this little bit of domestic economy, calculated to facilitate its everyday work—is one of the most remarkable features of the undertaking. Is it that the world has become so accustomed to the marvelous feats of twentieth century engineering that the building of a fifty-million-dollar ditch across a neck of land has become a mere commonplace, or is the seeming indifference rather to be attributed to a lack of knowledge? Surely it must be the latter, for never was a big national project started with less blowing of horns and beating of drums than this new Welland Canal.

A description of the work under way is given in MacLean's Magazine. Extracts from the article will be of interest.

Engineers, contractors, mechanics, navvies and workmen of many callings—a composite army of them—have invested the land and in the space of a few short months have wrought indelible changes in the topography of a beautiful countryside. They have swept down

like locusts upon the green earth, and are leaving a trail of desolation behind them. To-day, their engines and cars, their steam shovels and graders, their horses and carts, and all the multiplex equipment of their construction outfits, are digging and delving, rending and tearing, and gradually working their way deeper and deeper into the earth.

A bird's-eye view of the operation, from the escarpment at Thorold way down to the waters of Lake Ontario at Port Weller, presents a scene of picturesque activity. Right through the vineyards, the orchards and the fertile farms of this garden of Ontario, a wide swathe of virgin soil is being uncovered. Houses and barns have been raised; trees rooted up and cast aside; roads obliterated, their white ribbons lost in the great chasms dug in their path; and gently winding creeks and rivulets torn ruthlessly from their ancient channels.

The air is thick with the smoke of scores of locomotives and numerous huge and powerful steam shovels. All up and down the railway that skirts the works, and in and out of the great rifts in the earth, trains of dump cars are forever coming and going, dragging away the

obliterating of landmarks was planless, or at best but an indefinite striving after a vague result. But there is another side to the picture. In a spick and span office building situated on a quiet side street in the neighborhood of St. Catharines, away from the dust and smoke and turmoil of the construction work, a veteran engineer, surrounded by a staff of assistants, clerks and draftsmen, is busily engaged in planning every move. There the whole project is down in black and white to its minutest detail. There everything is provided for, and not a shovel of earth is raised or a wheel turned but its purpose is recorded, as forming an infinitesimal part of a gigantic whole.

The task before the builders of the new canal is no easy one. They have not simply been called upon, as many may believe, to rebuild the existing canal and, by widening and deepening its locks and channel, enlarge its facilities to meet future needs. Of only part of the present canal is this true. The remainder will be abandoned, and in its place an entirely new canal will be provided. Roughly speaking, from Lake Ontario to Thorold and for another short interval



Scene on the new Welland Canal—A cut-out on the new route.

clay and shale that is being steadily gouged from the excavations.

It might seem almost as if all this ravenous devouring of the earth and

beyond, the new Welland ship canal follows a different route from that by which the present canal reaches the same point.

The completely new character of the waterway may be emphasized by referring to Port Dalhousie. When the new waterway is completed and in operation, they will steer for Port Weller, three miles to the east of Port Dalhousie, and that much nearer the mouth of the Niagara River.

As a point on the map of Canada, Port Weller came into being with the beginning of the work on the new canal. Prior to that time, its site was occupied by the mouth of Ten Mile Creek, an insignificant little stream, which, flowing through a narrow valley, found its way at last into Lake Ontario. The valley of the Ten Mile Creek seemed to afford the engineers a suitable natural course along which to carry their channel, and it was

Meanwhile dredges are dipping great buckets of mud from the inner end of the harbor and gradually removing the old shore bottom to give sufficient depth for future requirements. Tugs are busy towing loaded scows out around the piers, there to be unloaded and returned. Pile drivers are sinking great wooden posts to anchor the material and form the core of the piers. And all the time big locomotives are arriving with loaded cars in their train and puffing back with empties. Of a truth the building of the harbor of Port Weller in itself is an undertaking of great magnitude and importance, and even alone might be regarded as a work of unusual interest.

A ridge of land, on which a pool of water lying gives pathetic reminder of

gravel, are piled into the cavities, the whole forming a wall as strong as solid concrete, but of more economical construction. These reinforced walls will be carried from the piers of the harbor as far as the entrance to the first lock, which is to be located fairly near the shore.

A Temporary But Complete Railway.

One cannot be long in the neighborhood of the works before noting the extraordinary provision that is being made for the expeditious conduct of the vast undertaking. Take for instance transportation. A completely-equipped double-track railway now extends along the right-hand side of the canal property from Port Weller almost to Thorold. In



Scenes on the new Welland Canal: Left—At work on a deep cut-out. Right (top)—Framework for abutment. Right (bottom)—Temporary bridge erected to permit of transportation where cut is necessary in roadbed.



finally selected as the most advantageous route for the new canal.

An Artificial Harbor Forming.

A striking change has been wrought within a twelve-month at the lonely outlet of the creek. Where before, the wild grass grew, birds made their homes and the quiet of a peaceful countryside brooded, now men and their grimy machines are working a metamorphosis. Two long sinuous arms are being thrown far out into the water of the lake, one on either side of the former mouth of the creek. Built of the tons of material that are being gouged from the inland hills, they are being steadily widened and extended by the constant discharging of trainloads of earth and clay. Eventually these arms, which will form the piers protecting the harbor, will stretch out a mile and a half into the lake, making a vast artificial harbor in which a large fleet of ships can tie up in safety.

the former existence of Ten Mile Creek, separates the embryo harbor from the beginning of the canal work proper. This ridge, forming a natural barrier against the waters of the lake, will remain undisturbed until the canal is completed. Its removal will then put the finishing touch to the work by allowing the water to flow into the lower reach.

Just beyond the ridge one comes upon a scene that gives some idea of the magnitude of the project. Here the work of excavation has been carried to a great depth, especially on the right-hand side, where the retaining wall is in process of construction. The latter is being built of great triangular steel skeletons standing on a solid concrete foundation. The steel is reinforced with iron rods and encased in cement, after which sand and

construction and equipment this road is on a parity with many of the standard lines in Canada. It is well ballasted, is provided with heavy rails and has telephonic equipment for despatching. Switchmen are furnished with shelters that would accommodate small-sized families quite comfortably, while at intersections with other railways, the diamonds are protected by the regulation semaphores and watchmen's cabins.

The railway has various uses. It is employed for the most part in carrying the material excavated by the steam shovels to the piers at Port Weller. At various points stub lines branch off and run down into the excavations and along these the trains are operated. The road also has some employment in conveying materials and supplies to the points

where they are required. This use will be considerably enlarged when the big stone crusher erected near the rock cuts at Thorold begins work. The crushed stone will be conveyed by rail to Port Weller, where it will be used in the extensive concrete work that will have to be undertaken there. Finally a not unimportant use to which the railway is put is in enabling the engineers and contractors to move along rapidly from one point to another. By utilizing gasoline track cars this purpose can be readily and expeditiously achieved.

A New Method of Excavation.

There are many interesting phases of the work even at the present stage of construction. Thus at one point where a great earthen wall is being built, which will eventually form the side of a reservoir pond, a contractor's outfit from down the Mississippi is engaged. This consists of a number of elevating graders drawn by steam tractors and several score of carts and mules. The graders move along slowly and as they go the earth alongside is sliced off and carried up and over the machine and is dumped into one of the carts that is driven beside it. When the cart is filled, it moves off, is hauled up to the top of the wall and its contents unloaded. The procession continues all day, the capacity of a machine being about forty cartloads per hour. Of course, as compared with a steam shovel, it is comparatively slow work but this method of constructing an embankment is found to be very efficient.

It has been mentioned that the building of the canal is altering the topography of the country. Of nothing is this truer than of the existing railways. Near Thorold the track of the Port Colborne line of the Grand Trunk lay right across the route of the canal. To get it out of the way in order that it might not interfere with the work, the engineers of the canal had to arrange a long deviation for it. This necessitated a heavy rock cut through a corner of a hill and must have cost over one hundred thousand dollars.

A Colossal Expedient

Down lower, where the route of the canal intersects the main line of the Grand Trunk, a temporary deviation was found to be necessary, since the railway runs just about where the entrance to Lock No. 4 will be located. Here the road is being diverted a short distance to the left. Oddly enough a fine big steel three-span bridge is being erected for the deviation, though at present there would seem to be no need for a bridge at all. There is no water underneath and very little depression in the ground. The idea is, however, to cut away the earth below it and, when



The southern terminus of the new canal at Port Weller, showing the work that is being done in the construction of piers.

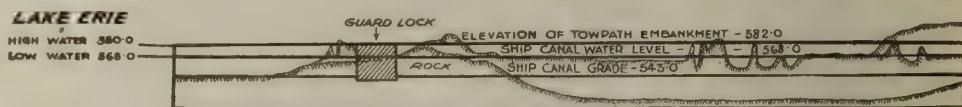
the lock is completed, to restore the track to its former location.

Where the Saving Will Be.

The effect of running the new canal in an air-line from Port Weller to Thorold will be to reduce the length of the waterway between the two lakes considerably. The present canal is twenty-six and three-quarter miles long; the

that in the case of Locks 4, 5 and 6, which form a flight, they will be double, permitting the simultaneous passage of ships up and down. As it is in the lock that the main engineering interest of a canal lies it may be helpful, as indicating the size and importance of the new Welland Ship Canal, to give some statistics about the proposed locks.

The usable length of the locks will be

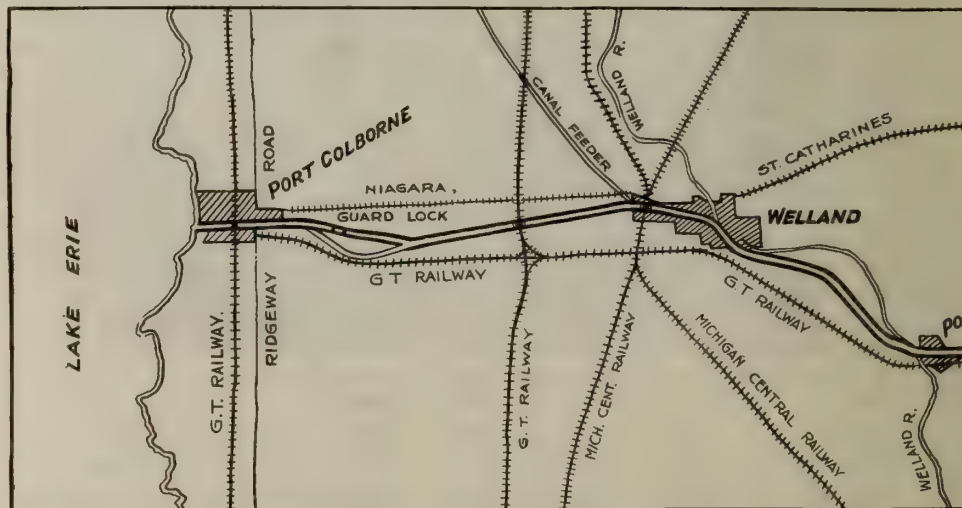


Plan of elevation, showing the higher level gained by the locks.

new one is to be twenty-five. More important still the number of locks is to be reduced from twenty-six to seven. This will make it possible for a ship to pass through the canal in very much less time than at present.

Each one of the seven locks is to be an exact duplicate of the others, except

800 feet, their width 80 feet. They will have a lift of $46\frac{1}{2}$ feet, making the total lift of all seven, $325\frac{1}{2}$ feet. By way of comparison one may note that at Soult Ste. Marie the Canadian lock is 800 feet long and 60 feet wide, with a depth of water over the sills of about 21 feet. On the American side the Poe lock is



A plan of the district, showing the three routes—the old canal, the present



When completed the piers will extend far out into the lake, guarding a large harbor.

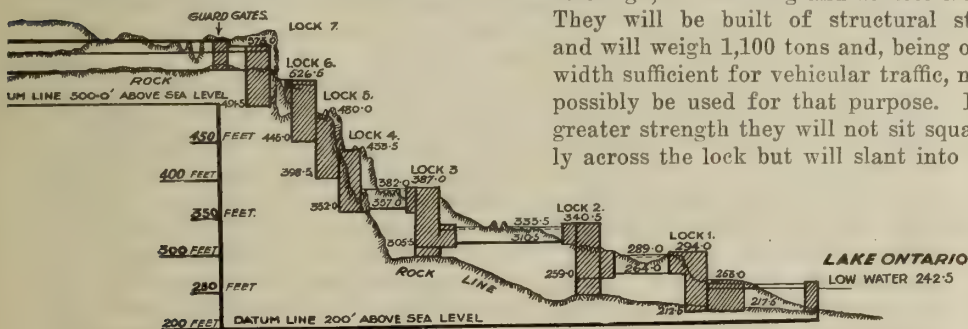
900 feet long and 100 feet wide. At Panama the locks are 1,000 feet long and 110 feet wide.

To Use Single-Leaf Gates.

Where the new Welland locks do make a notable departure, however, is in the type of gate to be used. Hitherto it has been customary in canal work to employ double-leaf gates mitring into each other. Now an attempt will be

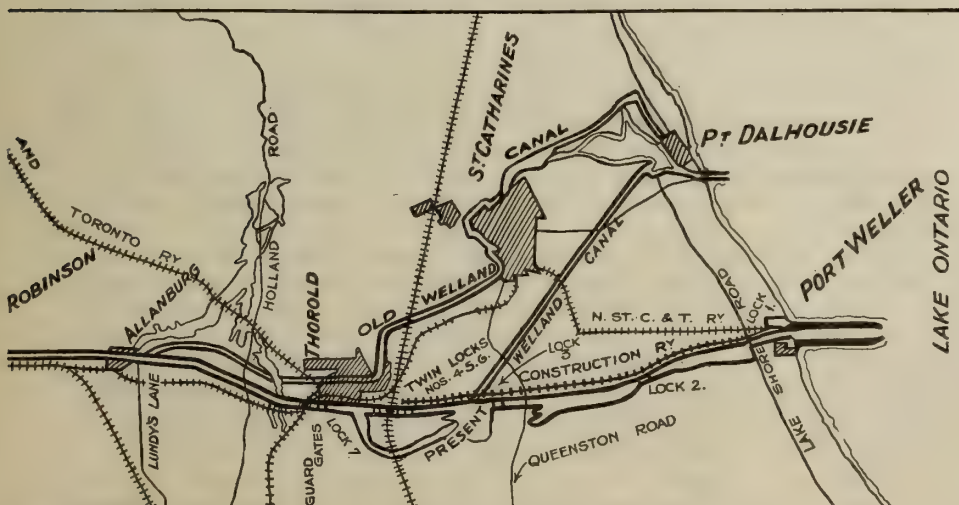
stead of having two gates hinged at either side and meeting in the middle of the lock, there will be but one gate which will swing right across the lock. It is argued that such a gate, resting in a recess in either wall would form a stronger barrier and would be less liable to be wrecked than the double-leaf type.

The gates as designed are to be 85 feet high, 90 feet long and 10 feet thick. They will be built of structural steel and will weigh 1,100 tons and, being of a width sufficient for vehicular traffic, may possibly be used for that purpose. For greater strength they will not sit squarely across the lock but will slant into the



made to prove that single-leaf gates can be used effectively. This means that in

opposite wall. The submerged portion of the gate will be air-tight, thus form-



one, and the route of the new canal. The locks are also indicated.

ing a floating chamber, which will relieve the pivot upon which the gate is swung of much of its weight. A chain guard above each gate will serve still further as a protection.

The Man Behind It.

The man, who is behind this great undertaking, is the man whose work will be perpetuated in the name, Port Weller. John Laing Weller, the engineer who planned the new canal and who is now engaged in putting his plans into concrete form, is a Canadian by birth, having been born in Cobourg fifty-two years ago. All his life he has been interested in canal work. First on the Trent Valley System, and then on the St. Lawrence System, he had long and valuable experience. Then fourteen years ago he was superintendent of the present Welland Canal, a position he occupied for twelve years. Meanwhile he saw that the time was coming when an enlargement of the capacity of the canal was absolutely necessary. He studied the situation thoroughly, went over the ground carefully and by degrees evolved the plan for the new waterway. When the time came he was ready, and his appointment by the Government to carry out the big task was indication of their confidence in his ability.

Will Take Years.

It will take years to build the Welland Ship Canal. Even without the interference of the European War, it would have required five years to complete it, but now that the war has forced retrenchment on the government and a brake has been put on the activities of the contractors, it may drag on much longer. Still work continues, steady, deliberate and to the point, and progress will be made even under existing conditions. The need for the enlargement exists still, as much as ever it did.

In a word the completion of the new canal will make navigation between Lake Erie and Lake Ontario possible for hundreds of boats which are unable to use the present canal. That waterway with its 270 foot locks and its 14 foot depth will seem a mere toy before the great 800 foot locks with their 25 feet of depth which will replace them. Then there will be very few boats sailing the Great Lakes which will be prevented on account of excessive length or too great draught from using the canal. What that will mean in facilitating communication not only between ports on the Upper Lakes and Ports on Lake Ontario and the St. Lawrence but between ports on the Upper Lakes and transatlantic ports is obvious. It will be as revolutionary in a sense as was the completion of the Suez or Panama canals.

Twenty Years Ago In the Hardware Trade

The following items were taken from the issue of Hardware and Metal of Oct. 27, 1894:—

"H. A. Manning, of Coldwater, was a business visitor at Toronto last week.

Editor's Note.—H. A. Manning is still engaged in the retail hardware business at Coldwater.

• • •

"Cyrus Birge, general manager of Canada Screw Co., Hamilton, was a business visitor at Toronto last week."

Editor's Note.—Cyrus Birge is associated with the Steel Co., of Canada, Hamilton, into which company the Canada Screw Co., was merged some years ago.

• • •

This week has witnessed no improvement in the heavy iron and metal market, while the unsettled feeling of values on many leading lines to which reference has been made from time to time previously, has contributed to a still more unsatisfactory state of affairs. The following prices are quoted this week:

Bar iron	1.70
Ingot tin	18c.
Copper	93 $\frac{3}{4}$ c to 10c.
Lead	2.75 to 2.85
Spelter	4.50 to 4.75
Antimony	10c to 12c
Zinc sheets	43 $\frac{3}{4}$ c to 5c

Quotations on some of the other lines featured in the weekly market report were:—

Pure Manila rope ...	91 $\frac{1}{2}$ c basis
Sisal	7c basis
Cut nails	1.75
Turpentine .....	.44c

Editor's Note.—It is rather interesting to compare quotations of twenty years ago with present day quotations.



AUSTRALIA LOOKING TO CANADA FOR SUPPLIES.

(Continued from page 35.)

worth of Russian goods (Australia £166,386 and New Zealand £6,454), while our counterbalancing exports were £8,116,701 to France (£8,022,319 and £94,382), £6,584,532 to Belgium (£6,584,532 and £24,218), and £136,711 to Russia (£135,609 and £1,102). Besides unmanufactured metals and ores, which they export in large quantities, Australia and New

Zealand send wool, hides and skins, wheat, tallow, timber, and other goods to Continental Europe.

Exportation Prohibited.

A proclamation issued on August 6 prohibited the exportation or the transfer from one State to any other State or the carriage coastwise of a number of articles, capable of being used for purposes of war. The list was published in alphabetical order. We classify the articles and give some explanation concerning those that are not so generally known:—

Arms, rifles of all kinds and their component parts.

Projectiles of all kinds and their component parts.

Cartridges, charges of all kinds, and their component parts.

Gunpowder.

Fulminate of mercury [the highly explosive substance used in the manufacture of gun caps and similar caps.]

Cotton suitable for use in the manufacture of explosives.

Cotton waste.

Silk cloth, silk braid, silk thread, suitable for cartridges.

Silk noils. [Noils is the waste of the combing machines which comb the silk into condition for spinning.]

Acetylene, benzol, toluol, dimethylamine, creosote. [All capable of being used in the manufacture of explosive materials.]

Coal tar oil.

Copper, ore or wrought, all kinds [used in the manufacture of cartridges, and of electrical apparatus.]

Olive oil [? used in the manufacture of cartridges].

Chrome and ferrochrome, nickel and ferro nickel [used in small proportions in the manufacture of armour plates].

Carbons required for searchlights.

Nets, torpedo.

(Continued on page 52.)

War Affects Zinc and Glass Importations

A manufacturer of woodenware, washboards, etc., gives the following interesting information on the situation:—

We have not found conditions to be much affected by the war, except washboards, which are made of zinc or with a zinc face, war having cut off our supply of Belgium zinc, we have to replace it with American zinc at a higher price.

"The war has also prevented the easy importation of glass for glass washboards, necessitating a change of source of supply temporarily. We, on the other hand, are not finding any increase in business on account of the war, the lines of woodenware that we manufacture are not such as have been imported from Germany, although we notice in the papers that woodenware is given as a line that is imported, but imported woodenware consists principally of small turnings, such as rolling pins, turned butter moulds, turned bread plates, salt boxes, and small special lines like this, which have never been marketed in this country in sufficient quantities to warrant anyone manufacturing them here, although we have gone into the question several times.

"We do not believe that even with the importation of these articles cut off there are enough of them used to warrant anyone manufacturing in this country, but undoubtedly they will be substituted by Canadian-made articles of some other type. We believe that there is, however, a great market that the Germans have lost, and that we, as Canadian manufacturers, should capture and hold indefinitely, in replacing German-made goods of others lines as well as exporting to other countries that were supplied from Germany many lines that we have not felt previously that we could compete with Germany in.

"This does not refer to woodenware, but to other lines, as the Germans have not been large manufacturers of woodenware, such as we make. The writer was recently in the United States and visited a town where there were two large toy factories, both of which had been shut down until recently but are now working night and day, making wooden horses, rocking horses, of all kinds, doll furniture and houses, and other wooden toys, which are replacing German-made goods, that had previously cut them out of the American market."

At the Weekly Conference



A little heart-to-heart talk is helpful in stimulating intelligent interest in one's work which is the key to success.

By Byron J. Morrow.



DO any of you boys ever think of the future? asked the boss, when the members of the staff had gathered about him for their weekly talk.

Of course, you do. This life would be a pretty tough old proposition if we weren't able to lighten the load of the present by dreaming of the good days that are to come. I'll bet that every one of you has thought it all out, and have decided what you're going to do, be and have some time. When I was twenty years old I put in half the time thinking about what I intended to do—some day. I used to dream about a big mansion—with a lot of secretaries and valets, and such like, who hustled around at the bidding of the owner—a big, handsome fellow, with so much money that he never had anything else to do but spend it—me. I was so busy deciding whether I would have the mansion in Canada or in England, and whether the butler would wear a livery or just a plain dress suit, that I didn't have much real time to give to my duties as junior clerk in a rather busy hardware store. One day the boss took me aside.

"George," he said, "are you sick?"

"No, I'm feeling fine," I replied.

"Then you're just plum lazy," said the boss. "If you don't get that far-away look out of your face and some more ginger into your movements there will be a new junior clerk around here—and right soon, too."

That's the trouble with most of us. We think of the future, but not of a real, practical future. The future we think of is something in the distant perspective, which has no direct connection with the hard, prosaic present. It's something detached; separated from realities by a kindly impenetrable curtain. We think that some day we are going to have all kinds of coin, but we don't think about how we are going to get it.

That kind of thought for the future is no good. It's just plain, ordinary day dreaming. All geniuses more or less have been day dreamers, but all day dreamers haven't been geniuses. Not by about 99.9 per cent. So don't take to

day dreaming on the off chance of developing into a genius and inventing a new flying machine. The chances will be against you winning out.

The only way in which thinking about the future will do you any good is to select the right kind of a future to think about. And the right kind of future is one that's just a continuation of the present. The future to think of is next week, or next month, or next year. If you want to look well ahead, don't lose sight of the years that must intervene. If you think of being mayor of the town twenty years from now it would be wise to look over the whole course of time which lies between and figure out what you've got to do in that time to fit yourself to become mayor. That kind of figuring brings you back to the present and shows you what you've got to do **now**

in order to start yourself off right to attain that end. And that is the only real good you can get out of figuring on the future.

This is a roundabout way of reaching the point I want to make; but I'm there at last. All of you boys expect to have hardware stores of your own some day. What I want to impress on you is that you must think of that as just a continuation of your present position; and **do everything now with that in view**. If you look at this thing in the right way you'll see that the possibility of having hardware stores of your own some time in the future depends entirely on what you do **now** to fit yourself for that responsibility.

I don't mean just in regard to saving money; although if you don't save the kopeks now, you certainly won't ever see your own name over the door of a store. It is equally necessary that you should be equipping yourself mentally and in every other way for the future. You aren't here to collect so much money for doing a certain amount of work between certain hours each day. If that's your idea of your status with me, you are no good to me and less good to yourselves. You are here to help me run this business, and by doing so to equip yourselves to run stores of your own some day. That's the viewpoint I want to get fixed in your minds.

I am not complaining, mind you. I think my staff is a loyal one, and the work in every department is generally well done. But I sometimes feel a lack of interest in the policies and the inner workings of this business. It has seemed to me that some of my staff have not regarded the welfare of the store and all connected with it as their concern equally as well as mine. And if that is the case, you are limiting your usefulness to me and to yourselves.

Think it over, boys. And remember this, your own future is the most important thing. You have to consider now.

BRASS TACKS

It is a very old, but none the less a very wise saying that "no business is greater than the man who runs it." This may be amplified to say that no business is greater than the corporation that runs it; and the corporation is no bigger than the board of directors, or the president, or the manager who runs the Board of Directors.

There is no profit in hardware retailing, no excuse for a retailer's existence, unless the selling end is vigorous. The energy which keeps the selling end vigorous in abnormal times is identically the same energy which keeps it vigorous in normal times—only it is in abnormal times that keeping up the stride is fraught with more discouragements.

Practical Problems for Sheet Metal Workers

Article No. 8 of Series

By Chas. Seivers

Fig. 1.

To find the centre of a given arc.

Let A-B-C be the given arc, as shown in Fig. 1. Draw any chord, as D-F. Bisect the chord D-F by the line G-E, cutting the arc at B, and join D-B.

At D make an angle as B-D-H, equal to the angle formed by the outline D-B-E, and extend the line D-H to cut the line G-E.

The point where the line D-H joins the line G-E is the centre of the given arc.

Fig. 2.

To draw a circle of a given radius, which circumference will pass through two given points.

In Fig. 2, let A and B be the given points, and the line R the given radius.

With A and B as centres, and with the line R as a radius draw two arcs to intersect as at C. With C as a centre and using the same radius draw a circle.

The circumference of the circle will pass through the given point.

Fig. 3.

To draw a circle whose circumference will pass through three points not in a straight line.

In Fig. 3, let F-G and H, be the three given points, draw lines joining F-G and G-H, and bisect these lines by E-C and D-C. The point where these two lines join is the centre of the circle with this point at C as a centre and a radius C-F, draw a circle.

The circumference of the circle will pass through the three given points.

Fig. 4.

On a given line to construct a regular heptagon. In Fig. 4 let A-B be the given line, extend the line A-B out to C. With A as a centre, and A-B as a radius, draw a semi-circle cutting the line A-C, and divide the semicircle into the same number of parts as there are sides in the polygon, in this case a heptagon, into seven parts, as shown by the figures 1-2-3-4-5-6-7.

Draw a line from A through the second division as A-2. Then draw a circle to pass through B-A and 2. To find the centre required bisect the lines 2-A and A-B as shown at E and D, joining each other at F.

With F as a centre and F-B as a radius draw a circle to pass through B-A and 2. On the circumference set off the distance A-B the required number of

times (7). Then draw lines connecting the points obtained as A-B-G-H-K-L and 2, the figure thus formed is the required heptagon.

Fig. 5.

To erect a pentagon within a given circle. In Fig. 5 it is required to erect a pentagon within the given circle A-F-D. Draw a diameter as A-B. Divide the diameter A-B into the number of parts required as in this case 5.

With A and B as centres and A-B as a radius draw arcs cutting each other at C. Draw a line from C through the second division, 2, on the diameter, extending the line to cut the circumference at G. draw a line joining A-G on the circumference set off the distance A-G the required number of times (5), as A-G-F-E-D, draw lines connecting these points outlining the figure required.

While a heptagon and pentagon are shown in the Figs. 4 and 5 the polygon may be of any number of sides as required, but the problem is carried out in a similar manner, that is divide the semicircle or diameter into the required number of parts and use the second division or point.

Fig. 6.

To construct a regular hexagon on a given line.

In Fig. 6 let A-B be the given line. With A and B as centres and a radius equal to A-B draw two arcs cutting each other at C. With C as a centre and with the same radius draw a circle. On

the circumference of this circle set off the distance A-B the required number of times (6) as shown by A-B-D-E-F and G draw lines connecting these points outlining the figure required.



AUSTRALIA LOOKING TO CANADA FOR SUPPLIES.

(Continued from page 50.)

Animals, pack, saddle, and draught, suitable for use in war.

Engines and lorries, internal combustion, capable of carrying a load of 25 cwt. and upwards, whole or in part.

Aeroplanes, airships, balloons of all kinds, and their component parts.

Petroleum, fuel oil, gas oil, spirit or motor spirit (including shell spirit).

Blast furnace oil.

Mineral lubricating oil.

Fuel oil shale.

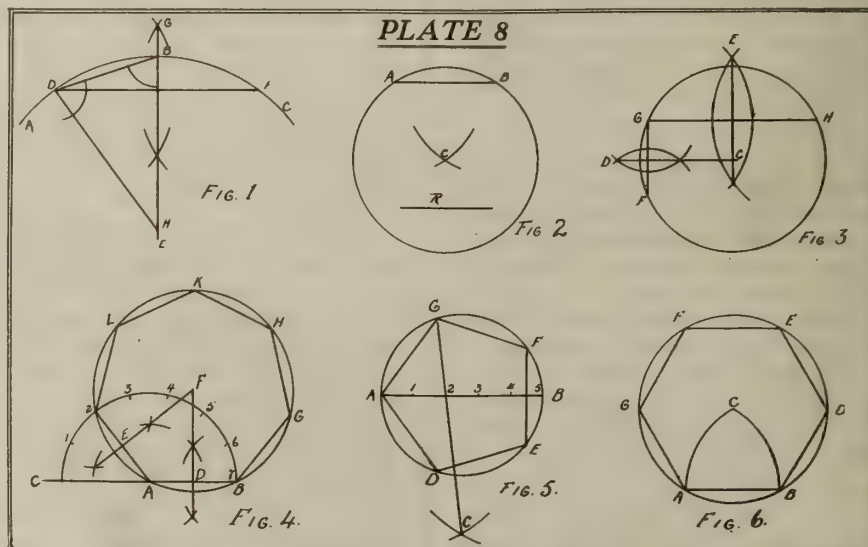
Cloth, hempen [used in the manufacture of tents and of various accoutrements].

Sacks, coal.

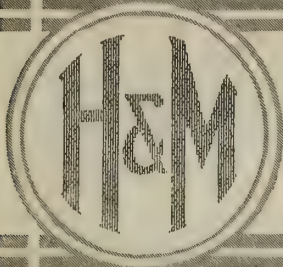
Smoothfast and bandages.

Zinc used in making brass for cart-ridges.

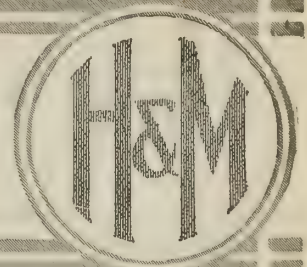
If Canadian manufacturers who are interested in the Australian market will send to Hardware and Metal their names with lists of goods they are prepared to export, we will be glad to forward the information to the editor of the Australasian Hardware and Machinery for publication in his paper.



In developing the above problem we suggest that the student make his drawings four times the size of the above sketch.



Junior Clerk's Page



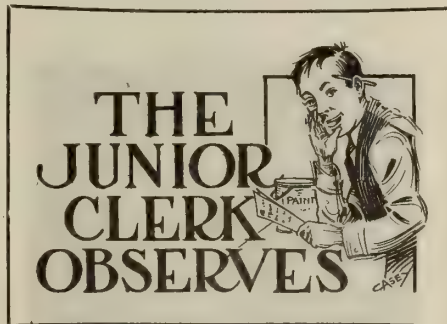
THE HISTORY OF THE KNIFE.

It comes down to us that the knife and the razor go back in history before the time of Abraham when they were in use among the Hebrews, and also that they were not unknown to the Egyptians. The blades of the earlier specimens were of bronze and the handles of wood or stone. The "whittle" is given credit for being the earliest specimen of British cutlery, the blade of this being of bar steel and the handle of wood or cow's horn. The "jack knife" came as an improvement of the whittle, the blade being shut in the groove in the handle, and when open was supported by a tang somewhat after the fashion of the tang of the razor. The table knife and fork in their history go back far beyond the spring knife, but they were undoubtedly luxuries and possessed only by the few—and, indeed, continued so right down to the early part of the eighteenth century. It was, in fact, a custom at dinners where there were a large number of guests, for the visitors to bring their own "eating tools."

SELLING CUTLERY.

The remark "cutlery is sold and never bought," gives an idea of the importance of salesmanship in relation to cutlery in the mind of one prominent hardware man. Many merchants will not go this far, but they will admit that there is considerable in the statement. It is something for the clerk to consider; certainly if salesmanship is not the only factor in selling cutlery it is one of the most important. It would not be going too far to say that the art of selling cutlery does not receive the attention at the hands of the salesman that it should. Stocking is very important, and if the merchant is not careful he is likely to find that he has on hand about four times as much as his turnover will warrant. Cutlery is a line which should be judiciously pushed first, last and all the time, and should receive the very careful attention of the salespeople. Supposing a man comes into the store and asks to buy a pearl-handled knife and you state your price, and he then says that he can get the same knife—or one just as good—at the store of a compe-

titor for 25c less. If you do not know your subject that is likely to kill the sale right there. If you can point out that the mother of pearl in the knife you handle is the genuine stuff from the Indies, that it is much finer than the other; that the linings, the bolster and the back spring of the knife are heavier and of better quality—that, in other words, you are giving 35c or 50c worth of additional quality for an additional 25c of price, then you are likely to have a sale.



A man can knock and still fail to make a hit.

The rolling stone gathers no moss—neither does it have an up-hill fight.

We live and learn but those who live fastest don't always learn most.

A drunk will tell you everything he knows—but what's the use?

When a pessimist lives well in the present he howls about the future.

The root of all evil at present is not the love of money, but the need of money.

The most expensive thing in the world is getting even and it is hardly worth the price.

The optimist should get some satisfaction from the fact that the people he doesn't like aren't twins.

If a lot of people cultivated success as assiduously as they do failure they

would be millionaires instead of bankrupts.

You would probably be surprised if you knew how much good has come out of some of your mistakes.

One of the profound mysteries of human nature is why the janitor invariably winds up the swivel chair to its limit when he puts the office in order.

What Sherman said about war is right. I agree with him. My employer has just told me that I will get my vacation when the war is over; "and remember," he added considerably, "there was once a war that lasted thirty years."

ADVERTISING AS A DAILY BUSINESS FOOD.

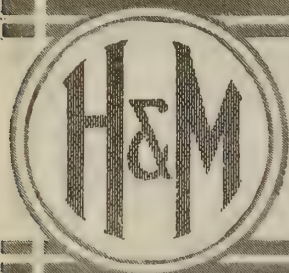
(Continued from page 42.)

should be general or confined to class in relation to the business or special line; whether the address should be that of the male or female head of the family, etc. In relation to the latter it should be remembered that the proportion of buying done by women in practically every line of business is very large and seems to be increasing.

Poster advertising depends much upon design, but there are questions here too of location of boards, size of type, amount of matter, coloring, etc., which are all important.

Make It Different.

Of advertising generally the great modern idea is to make it bright and attractive. People do not go carefully through the advertising columns in search of what the advertiser wants to tell them; the readers see what the advertiser rather forces to their attention. Try to give your copy an individuality. Try to make it different—but not too different, for freak stuff will not bring the most desirable class of trade. Just think for a moment what you yourself see when looking through the newspaper or other publication; you do not see over two or three spaces in the whole which impress—try to make yours one of those that the other fellow will see and read.



Current News



New Montreal Firm.

Fabian, Limited, have opened a new store at 1177 Wellington street, Montreal.

Fire Losses.

Medicine Hat, Alta.—The plant of the Alberta Linseed Milling Co. was almost completely destroyed by fire.

Mayor to the Front.

Newmarket, Ont.—The offer of J. A. W. Allan, mayor of the town, who is engaged in the hardware business, for active service has been accepted by the military authorities.

Hardware Burglarized.

Burlington, Ont.—Burglars entered the hardware store of Coulden & Larmer and stole a quantity of shotguns, ammunition, knives and other goods.

Obituary.

Toronto, Ont.—The death occurred here suddenly of John W. Redfern, who for many years was engaged in the hardware business at Owen Sound. In 1908 he retired and moved to this city.

Fire Losses.

London, Ont.—Fire did \$8,000 damages to the hardware and stove store of J. A. Brownlee. Defective wiring is said to have caused the fire.

Convention at Atlantic City.

The annual convention of the National Hardware Association and the American Hardware Manufacturers' Association will be held at the Marlborough-Blenheim Hotel, Atlantic City, N. J., on October 28, 29, 30.

Left Large Estate.

James Reid Wilson, president and managing director of Thomas Robertson & Co., Ltd., Montreal, metal merchants, and dealers in steamfitters' and plumbers' supplies, who died on May 1st last, left an estate of \$1,697,807.

Ontario Incorporations.

The Beaver Wood Fibre Co., Ltd., capitalized at \$1,000,000, head office Thorold, Ont., to manufacture and deal in wood fibres, pulp, wood, sheeting papers, building materials, roofing, wrapping papers, tags, waxed papers, etc.

Central Casket Co., Ltd., capitalized at \$40,000, head office, Welland, Ont., to

manufacture and deal in burial caskets, undertaker supplies, etc.

Business Changes.

The Pas, Man.—O. Girouar, hardware, is reported having discontinued.

Granby, Que.—Mitchell, Nelson & Co., hardware and grocers, have been succeeded by N. Mitchell & Co., Ltd.

Viceroy, Sask.—Thos. Moffett & Co., hardware and implements, has sold hardware stock to E. B. McRory.

Strassburg, Sask.—Messrs. Marshall and Elliott have taken over the hardware business of H. B. Devine.

ture and deal in vacuum ice cream freezers, etc.

J. H. McNulty Elected President of National Varnish Manufacturers' Association.

J. H. McNulty, treasurer and general manager of Pratt & Lambert, Inc., varnish makers, was elected president of the National Varnish Manufacturers' Association, an association of all the leading varnish manufacturers in the United States, at their annual convention held at the Hotel Astor, New York City, Oct. 20th.

Donation by Paint Firm.

The Martin-Senour Co., Limited, have donated to the Canadian Government \$2,500 worth of Bredell's ships' bottom composition to be used on war vessels at Esquimaux, B.C. and Halifax, N.S. In recent tests carried out on vessels plying on the Pacific Coast, this composition has been proven to be very efficient. It is one of the compositions authorized for use by the United States Navy Dept. on war vessels. It is also largely used by the more important steamship companies, including the Canadian Pacific Railway Steamship Co., the British, Japanese and Canadian governments. The Martin-Senour Co. being the only source of supply for Canada, it is needless to say that this gift will be very much appreciated by the Canadian Naval Service.

Personals.

Edgar N. Lucky of the Russell Jennings Mfg. Co., St. Catharines, Ont., C. S. Archibald, of the Nicholson File Co., Port Hope, Ont., Alfred Blackburn, of H. and B. Folson Arms Co., New York; Mr. Carter, of Eagle Lock Co.; Mr. Stellwagen, of John H. Graham & Co., New York, called on the trade in Montreal this week.

The representative of Messrs. Wilkes-Martin-Wilkes Company, New York, Mr. William H. Evans, who has been at the Waterbury Inn, Vermont, for a few days, has returned to Montreal. Mr. Evans reports that his lamp-black sales in Montreal for October have been larger than for any previous month.



T. M. BIRKETT, Ottawa,
elected member of executive of Canadian Wholesale Hardware Association.

Padget & Hay, Agincourt, Ont., have disposed of their business at Unionville, Ont., to Brownlee & Atkinson.

Dominion Incorporations.

Knights Patents, Ltd., capitalized at \$16,000, head office, Montreal, to manufacture and deal in water filters, filtering medium, etc.

The Ottawa Lead and Zinc Mining Co., Ltd., capitalized at \$300,000, head office, Arnprior, Ont., to mine smelt, quarry refine, etc., ore metal and mineral substances, etc.

Vacuum Freezers, Ltd., capitalized at \$50,000, head office, Toronto, to manufac-

HARDWARE LETTER BOX



Steel King Washers.

Moorlend & Son, Adanac, Sask.—Kindly tell us who manufactures the Steel King washing machine.

Hiawatha Mfg. Co., Atchison, Kansas.—Editor.

Lightning Rods.

C. Robertson, Strathroy, Ont.—Kindly send me names of firms dealing in lightning rods.

The Universal Lightning Rod Co., Hespler, Ont.; The Townsend Lightning Rod System, Winnipeg; The Empire Lightning Rod System, Winnipeg.—Editor.

Stove Repairs.

David Hall, Kingston, Ont.—Can you give me address of a firm in Toronto handling stove repairs for all makes of stoves?

Caswell's, 211 Queen St. East, Toronto.—Editor.

Sewing Machine Needles.

McGregor Hardware Co., Ltd., Castor, Alta.—Kindly give name of firm supplying assortment of needles for sewing machines.

Singer Sewing Machine Co. advise us that assortments for various makes may be obtained from any of their branch offices.—Editor.

Maple Syrup Evaporators.

C. J. Boyce, Warkworth, Ont.—Kindly give name of maker of maple syrup evaporators.

Grimm Mfg. Co., Montreal; Steel Trough & Machine Co., Tweed.—Editor.

Mica in Packages.

The Whitten Co., Bracebridge, Ont.—Can you give us the address of a firm in Hull handling mica?

Canada Mica Mfg. Co., Hull, Que.—Editor.

Harvest Tools

The F. R. Murray Co., Ltd., Vancouver, B.C.—Kindly send us names and addresses of manufacturers of harvest tools in Canada

The Welland Vale Mfg. Co., St. Catharines, Ont.; Maple Leaf Harvest Tool Co., Tillsonburg, Ont.; Bedford Mfg. Co., Bedford, Que.; Canadian Axe and Tool Co., Montreal, Que.—Ed.

Brass Corners.

L. E. Renault, Campbellton, N.B.—Please give names of firms making brass and nickel-plated corners used in hotels and residences to keep the dirt from gathering.

Hahn Brass Co., near Hamburg, Ont.; H. L. Judd Co., 87 Chambers St., New York; The John Kroder & Henry Reubel Co., 107 East 17th St., New York, N.Y.—Editor.

Oil in Steel Tanks.

Fraser Bros., Bradford, Ont.—Kindly let me know where I can purchase steel rafters to which galvanized roofing can be attached, also names of firms selling coal oil in steel tanks.



COL. J. L. McAVITY, O.C.,

62nd St. John Fusiliers, head of the McLean, Holt Co., iron and hardware manufacturers, who has made an offer to the Provincial Government to raise a regiment of 1,000 men for overseas service to represent New Brunswick at the front.

Steel rafters may be secured from Metal Shingle & Siding Co., Preston; coal oil in steel drums from Imperial Oil Co., Toronto.

Col. Robert Stark, of the Stark-Seybold & Co., has been appointed acting commander of the McGill Regiment during the absence of Col. Geddes.

George M. Edwards, manager of the Brandram-Henderson Company, is in Toronto this week.

MEETING OF MANUFACTURERS.

A meeting of the Canadian Hardware Manufacturers' Exhibitors' Association will be held at Toronto early in November to discuss matters pertaining to the proposed Exhibition to be held in conjunction with the convention of the Ontario Retail Hardware and Stove Dealers' Association at London next February.

Ottawa Notes.

W. A. Rankin, 412 Bank Street, Ottawa, recently put in a 10 and 25-cent rack to secure more ladies' trade. Results so far have been gratifying.

The Mulhall Hardware, Ltd., Ottawa, who had a fire recently in their Bank Street store, have made repairs, and have installed four new silent salesmen to take the place of counters.

The Two Maes, Ottawa, who have been carrying a line of Spalding's sporting goods in their basement, are moving this department to the ground floor, together with trunks and valises.

Charles Watt is selling his stock at 116 Sparks Street, Ottawa, and has opened a new store in the Bryson Building, on Queen Street, where he will carry builders' hardware and mill supplies under the name of Standard Supplies, Ltd.

WIRE SAMPLES.

The B. Greening Wire Co., Hamilton, are sending out to the Canadian hardware trade a series of attractive cards on which are mounted samples of various kinds of woven wire cloth. Ten cards in all are being sent out, and the samples include 100 mesh bronze cloth, tinned blue-grass screening, 60 mesh brass strainer cloth, re-galvanized wire cloth, enameled sand screen, fanning mill wire cloth, 36 mesh blind web, 20 mesh monel metal screen, double crimped brass cloth, rustless, antique bronze green cloth. A set of samples has been received at the office of Hardware and Metal. Any hardware merchant who has not yet received samples should communicate with the above named firm. The samples can be used to advantage by the retailer on many occasions.

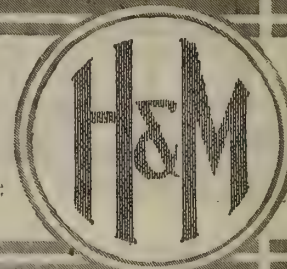
WORK OF THE PRICE-CUTTER.

One merchant says:—The price-cutter, by his so-called "advertising scheme," injures the manufacturer and his own competitors. But he also injures the public, because—(1) He makes it difficult for the public to know clearly the real value of merchandise; (2) he discourages manufacturers from trying to establish a fair, standard value; (3) he undermines the reputable all-the-year-round stores which render real service to the buying public.



New Hardware Goods

Offered Canadian Hardwaremen



WILBUR SAFETY KEY HOLDER.

Edward Wilbur, 125 Summer street, Boston, Mass., offers the Canadian trade an aluminum safety key holder with name tag. Mr. Wilbur states that this



The Wilbur Safety Key Holder attached to a belt.

is probably the only aluminum key holder of this kind. The advantages claimed for this device are that it is just as strong as either steel or brass, without the additional weight, and that it will not rust. Description matter will be mailed on request.

STEEL TANK COIL FIRE POT.

The Ashton Mfg. Co., Newark, N.J., makers of the Red-Hot line of torches and fire pots, are offering the trade their new Steel Tank Coil Fire Pot. The tank is made of heavy seamless drawn steel, coppered inside and out, with bottom and all fittings welded in (not soldered), which, the makers claim, makes it practically indestructible.

The coil and burner are made of the best steel and the valves are supplied with packing nuts, which prevents leakage. An extra large funnel and filler plug prevents waste of fuel in filling.

The upright rods and top plate are made extra heavy and the shield is drawn from one-piece seamless steel. A brass automatic pump with double spring valve supplies the needed air pressure quickly.

This fire pot is also made with rubber bulb instead of pump for those who prefer same, and the makers guarantee



New Model of Fire Pot.

them to give perfect satisfaction inside or out doors, in severe winter weather. Catalogue will be mailed upon request.

CHRISTMAS PACKAGES.

H. S. Howland Sons, & Co., Toronto, are introducing an innovation for the coming Christmas trade in the form of Christmas hammers and bench axes put up in an attractive holly decorated Christmas box. The firm states that these packages will make gifts that will

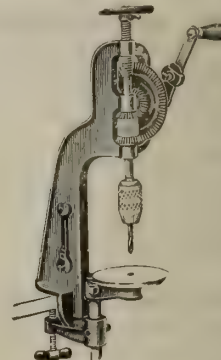
delight every man and boy who is interested in tools.

Both hammers and axes are the "Samson" brand and said to be made of the highest grade of steel carefully forged, tempered and hardened. The handles are straight grained, selected second growth hickory. The hammer heads are fully polished and it is said the claws will draw a pin.

The axe heads are gun-metal finished.

BENCH DRILL PRESS, NO. 210

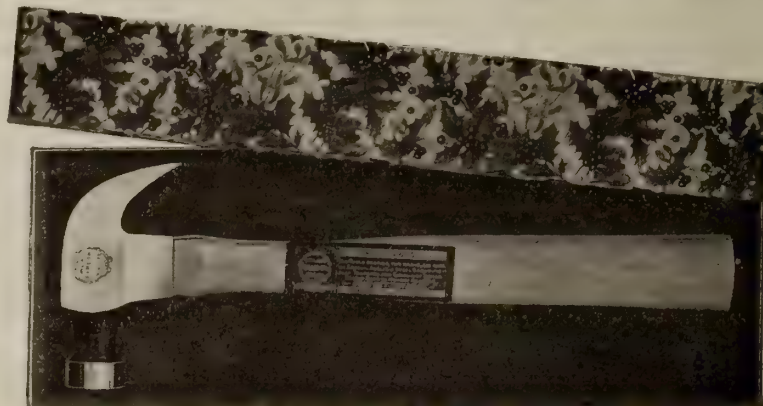
What is said by the makers to be a simply made and efficient tool, just put upon the market by the Millers Falls Company, of Millers Falls, Mass., is their bench drill press, No. 210. The principal features claimed for it are the quick change of speed, performed by the shift-



Millers Falls Company's Bench Drill Press No. 210.

ing of a small knurled barrel between small gears, its accuracy and simplicity.

All gears are cut, small ones being of



Howland's Christmas Hammer in holly-decorated box.

steel. Feed is by hand, and the range is increased by vertical adjustment of table within a range of two inches, leaving a maximum distance from chuck to table of nine inches.

The table is attached to standard by swivel arm. The crank is adjustable, being extensible from three to six inches in radius. Chuck is provided with three jaws operated by springs that are protected from injury, and will not get out of order, and has a capacity for round shanks from 9½ in. in diameter.

Each machine is supplied with a wrench fitting all nuts upon it. Main castings are made from grey iron, hand-somely painted.

Height of tool over all is 24 inches, weight 22 lbs., and each is packed in a wooden box.

NEW LIGHT-WEIGHT SINGLE GUN.

The J. Stevens Arms and Tool Company, Chicopee Falls, Mass., U.S.A., have just placed on the market a new model single gun to meet the demand for a light-weight gun of that type in the small gauges. Prices are the same as on their standard grade single guns.

The new gun fitted with plain extractor will be designated No. 106, and No. 108 when equipped with automatic ejector. The weight is only 4½ pounds.

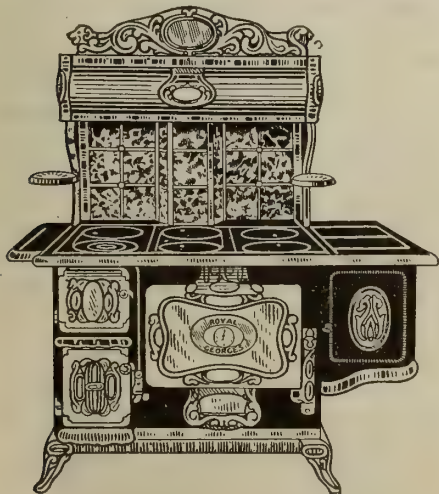
The gun is made in 44 and .410 gauge,

with 26-inch barrel and in 12 m/m, 14 m/m and 32 bore, with 30-inch barrel.

Descriptive circulars will be supplied to dealers or to anyone who may be interested.

NEW STEEL RANGE.

The Canada Stove & Furniture Co., Ville St. Laurent, P.Q., near Montreal, have just placed upon the market a new

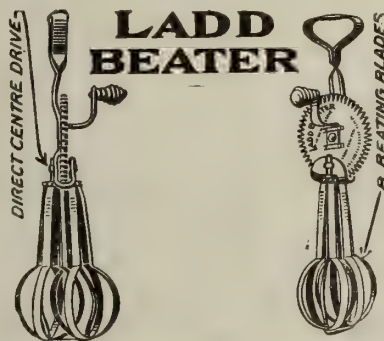


Royal George Steel Range.

model steel range which they have named the "Royal George." It is said the new range presents a very attractive appearance having nickel plated fittings and tiled back. It has six lids, three ovens and hot water reservoir. The makers say that they will be pleased to send particulars and prices to any dealer who is interested. An illustration of the Royal George is here shown.

LADD EGG BEATER.

The United Royalties Corporation, 1133 Broadway, New York City, offering the Canadian trade its new Ladd egg



Two views of the Ladd egg heater, showing the eight beating blades and the application of the direct centre drive.

beater, which is shown here. This beater is constructed entirely of steel and is nickel plated. It has eight beating blades, and direct centre drive, which secures positive and rapid operation.

The maker states that the "Ladd" beater is well adapted for use in preparing mayonnaise and all other oil mixtures, as it will mix and emulsify to any extent desired. Cream can be whipped

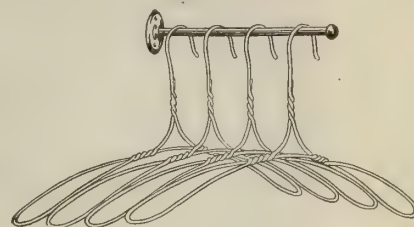
until firm and crisp in a very short time with the Ladd beater.

It is claimed that with this utensil time and material are saved, and there is no guessing at how the product will come from the oven. Another feature is that this beater is extremely simple in operation, and it is said that a child can operate it.

The makers claim that with the Ladd beater three eggs will go as far as four.

THE RELIABLE BEATER.

Two of the recent products of the Wachusett Specialty Co., are now being offered to the Canadian trade, and are



Wachusett Closet Rod.

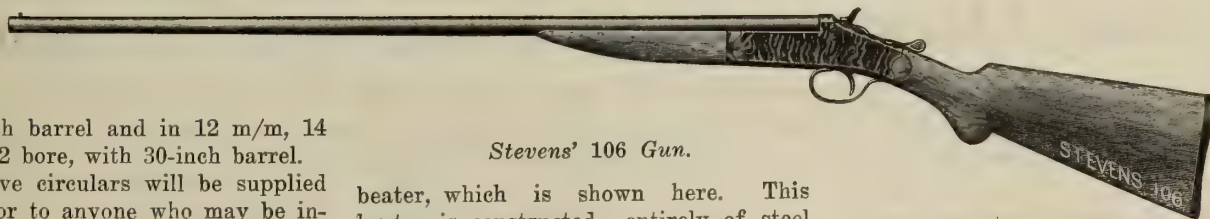
shown in the accompanying illustrations. The "Reliable" beater is claimed by the makers to be correct in principle and is easy and rapid in operation. This beater rotates rapidly, and at the same time moves up and down through the liquid, churning and mixing it thoroughly.

The manufacturer states that the "Reliable" beater will mix eggs, cream, malted milk, mayonnaise dressing and all kinds of egg drinks and mixtures. It may be used in either a bowl, pitcher, fruit jar, or tumbler.

The beater is made in two sizes, a smaller size adapted for use in a drinking glass, and a larger size for kitchen service.

The Wachusett Closet Rod also shown here is made of a 5-16 inch diameter

Stevens' 106 Gun.



heavily nicked steel rod, one end of which screws into a formed steel plate which is to be secured on the wall or door as desired. The outside end of the rod is headed up so that the coat and skirt hangers will not slip off. The general design and appearance of the rod is attractive.



The Reliable Beater.

NON-ESSENTIAL THINGS.

(Continued from page 44.)

money, that couldn't pay its bills when due, that needed a hundred-and-one-things worse than an adding machine, spending several hundred dollars for an adding machine. It's non-essential things like this, although perhaps not as foolish as this, that in many cases contribute to the high cost of doing business."



View of paint department located near the entrance in the store of J. McIntyre, Whitby, Ont.

Paint Occupies Most Important Position

The Paint Department in the Hardware Store of J. McIntyre, Whitby, Ont., Occupies a Prominent Position Near the Entrance to the Store—Sales Methods Employed by the Firm.

THE paint department in the hardware store of J. McIntyre, Whitby, Ont., occupies one of the most important positions, from a display standpoint. It is located near the entrance to the store, and the proprietor attributes much of the success of the department to the prominent position it occupies.

The accompanying views show sections of the paint department. The goods are all arranged in an orderly manner, and occupy considerable space. Brushes are also featured in such a manner that they cannot escape the attention of customers.

During recent years there has been a tendency on the part of many retailers to move the paint department towards the front of the store. For many years it was customary in the majority of stores to have the paint department located as near the back of the store as possible. Paint was a third or fourth-rater when the selections of display spaces were being made. As the importance of the ready mixed paint business became more fully known, merchants be-

gan to give the paint department a little more consideration, and the result is that we now find a great many stores with paint departments located near the store entrance.

Although the paint department in the McIntyre store is important, it does not necessarily follow that the other departments are neglected, for such is not the case.

Mr. McIntyre has been in business at Whitby since 1885, but only for the past three years in the hardware business, his former years being devoted to the heating and plumbing trades.

Mr. McIntyre conducts a tinsmithing department, and, despite the fact that many hardwaremen claim the tinshop in connection with a hardware store does not pay, Mr. McIntyre says his is on a profit-making basis.

The Stove Department.

The stove department also receives considerable attention, and in order to make sales in this department many personal calls are made on prospective customers.

Newspaper advertising and circulars are also used extensively in pushing stove sales. A record is kept of all stove sales. This is used as a reference when customers ask for repairs. Customers quite frequently visit a store to order repairs for a stove, but do not have sufficient information regarding the make of the stove to give the merchant an intelligent idea of what is wanted. The reference book is found very useful.

Another department is the one devoted to household goods, including all kinds of kitchen utensils. A section of the graniteware department is shown in one of the accompanying views. This is said to be the most profitable in the store. An effort is made to have a complete and representative stock at all times, and this has helped in a large degree to make the department popular.

Trade is also solicited for cutlery, brass goods and other lines suitable for the presentation or Christmas trade.

Another department which Mr. McIntyre has found profitable is the sporting goods department, and he has the



Sectional view of enamelware and household goods department of J. McIntyre Hardware, Whitby, Ont.

agency for a well-known line of sporting goods. The proprietor and his employees keep in close touch with all lines of sport, and have built up a nice connection in this way.

Mail Order Competition.

Mr. McIntyre, like nearly all other retailers, has to combat the mail order houses and the semi-jobbers who sell the contracting trade. In a recent letter to *Hardware and Metal* Mr. McIntyre said: "We always keep in close touch with the contracting and builders' trade, and, although we are up against the large city houses who specialize in this class of trade, we claim to get a big share of the business."

In many other lines we are up against the mail order houses, but we always talk 'quality' on our goods, and do not think we lose much business to them."

The farmer's trade is also an important branch of the business, and such lines as farming tools, spraying materials, etc., are specially featured.

Motorists' supplies are also carried in stock, this being one of the most recent lines added to the stock.

Mr. McIntyre attributes much of his success to the extensive advertising he has done, coupled with courtesy and service shown to customers. Mr. McIntyre works on the principle that the customer is always right, and if a customer re-

turns dissatisfied with his purchase, his money is refunded or the goods replaced.



DEMAND FOR LATHES.

Cleveland, O., Oct. 22.—The Iron Trade Review to-day says:—By far the most important development in the machinery market for many months has been the large demand during the past week or ten days for lathes for export. The importance of this business is reflected by alluding to one order alone, which involves 800 lathes for shipment to Russia. Inquiries on this lot came out at the beginning of last week, and before the end of the week the entire order practically had been closed. In addition, large orders also have been placed for shipment of lathes to England, and there still are large inquiries out on lathes for England and France. So urgent is the demand for quick shipment, that a considerable portion of this machinery already is on its way across the sea. While the orders placed on foreign account embodied other machinery, the bulk of the demand involved lathes. In addition to the above-named countries, fair shipment of machinery involving ordinary machine tools, have been made to France, Germany, Italy and South America, and good inquiries are being received from these countries. Some good-sized lots of wood-working ma-

chinery were sent to South America. Several exporting houses report that for the first time in their memory they are receiving inquiries from Germany on large machines of a type which that country never before has purchased here.

Prices on iron and steel products continue to sag and the domestic market is in a very unsatisfactory condition.



BEATING THE PARCEL POST.

News comes from Lincoln, Neb., to the effect that the Chicago mail order houses who have been commonly credited with being the chief beneficiaries of the parcels post plan and its chief sponsors, have discovered a way to beat it.

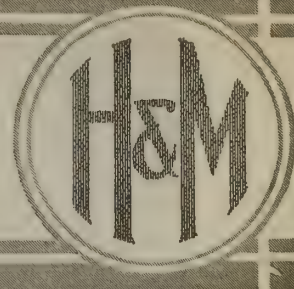
One of the greatest benefits they were expected to derive from it was in the cheaper rates for distributing catalogues, but the Lincoln story has it that they have worked the zone system to save expense even over that. To ship from Chicago would involve carrying the catalogues through more than one parcels post zone, wherefore, it is said, they evolved the plan of shipping two car loads of catalogues, by freight, to Lincoln, to be distributed by parcels post from that city instead of from Chicago.

It is estimated there were about 22,000 catalogues in the two cars, and that it saved them on an average of about 5 cents each on postage, or a total of \$1,100.



Weekly Market Reports

Statements From Buying Centres



THE MARKETS AT A GLANCE.

Reports from various sources indicate that the hardware trade is not suffering to any great extent from present disturbances. In some of the larger cities a slight falling off in trade is noticeable, but in the rural community very few complaints are heard. A feeling of optimism percolates throughout the trade. The recent favorable news from the war zone has had a good effect on business. The metal markets are still dull. Fall lines of hardware are moving in fairly large quantities. Rope has declined sharply and linseed oil is weak. The stove trade has suffered a slight temporary setback, owing to the advent of warm weather.

MONTREAL.

MONTREAL, Oct. 21, 1914.—The hardware trade in the Province of Quebec has been holding its own very well indeed. In some lines, such as general hardware and stoves, the country trade and that of the larger towns is showing an increase over that of last year at this time. Throughout the whole province the trade is much better than had been expected. The wholesalers and jobbers have been able to purchase full stocks of almost all the articles which are in demand. A very healthy condition seems to exist among the retailers and jobbers. The city business has all along been lagging a little behind last year's records. However, there seems to be a fair movement of goods for city consumption. The nervous tension that for weeks at the beginning of the war seemed to be the governing factor in all lines has subsided. Stability has been added to the situation in the shape of the excellent prices the farmers have received for their grain and other products. This money has been kept, to a certain extent, in circulation and has had a very great influence in keeping the trade in rural districts at normal. Then, too, the credit in the smaller retailing shops is not being extended indefinitely. Such conditions prevailed in times of prosperity, but with the general scarcity of money, credits have been greatly reduced. With the rural trade collections have improved.

Metals.

The metal situation has not altered a great deal since last week. Business has been very dull and no changes in prices are reported except in the case of

copper, where a slight weakening has been noticeable. A rather pronounced undercurrent of optimism exists in the metal markets. Tin, it has been found, is coming through in sufficient quantities to supply all demands, although no tin can be exported from Great Britain.

Stoves and Furnaces.

The stove business is in a very flourishing condition just at this season. The war weather of the past week has been responsible for a slight decrease in the week's business, but this will be only temporary. The furnace end of the trade is also enjoying its usual activity. The hot water heating trade is also being well received. The repair departments are being kept very busy. Perhaps this branch of the hardware trade presents greater activity than any other branch.

Ropes and Cordage.

The rope market has been rather dull. The beginning of the week saw a general reduction in prices due to perhaps a weakening in prices in the United States. All lines seemed to have been reduced to meet this competition. The new prices are shown in the Montreal panel.

General Lines.

There has been a general movement in all seasonable lines. Skates of the cheaper varieties have been supplied by American manufacturers and the demand is being met. Christmas lines are occupying the attention of the majority of dealers at present. Copper ware is still a little weaker owing to copper having weakened. The sale of lanterns seems to be increasing rapidly in the rural districts.

TORONTO.

Toronto, Oct. 22.—The general situation in the hardware trade is essentially the same as last week, although perhaps a more optimistic feeling is noticeable and there are indications of a trend toward more normal conditions. Trade is naturally somewhat restricted owing to the situation in Europe, but it has picked up in a surprising manner since the acute depression which prevailed during the early stages of the war. The general hardware trade is steady with a fair demand for the more seasonable lines, such as sporting goods and stoves, in the city. The demand for builders' hardware has not improved much as the building trade is still very quiet, although recently it has been showing a little more activity.

The country trade is brisk and the situation in this respect is more satisfactory. Country dealers have fair stocks of assorted lines on their shelves and are in a better position in this regard than during the late summer, when stocks were allowed to get low. The open weather prevailing at present is favorable to the farmers, who are thus able to finish their season's work in a profitable manner.

Further orders have been placed by the War Department for leather and woolen goods, and shells, etc., the firms favored with this business are working to full capacity. This business is stimu-

MONTREAL QUOTATIONS.

Tin	34c—38c
Spelter	6c
Copper	14c
Lead, Domestic, cwt.....	\$4.90
Lead, Imported, cwt.	\$5.00
Antimony	15c
Solder, ½ x ½	26c
Wiping Solder	22c—25c
Aluminum, Ingot	22c lb.
Aluminum, Pattern	23c lb.
Wire Nails	\$2.25 base
Cut Nails	\$2.50 base
Pure Manila Rope ..	14c base
British Manila Rope.	11c base
African Hemp	11c base
Sisal	9½c base
Lath Yarn	8¾c base

TORONTO QUOTATIONS.

Tin	32c-35c. lb.
Copper	13c-13 $\frac{1}{4}$ c.
Lead	5c. lb.
Spelter	5 $\frac{3}{4}$ c.-6c. lb.
Antimony	13c-15c lb.
Aluminum Ingot	22c. lb.
Aluminum Pattern	23c. lb.
Solder, $\frac{1}{2}$ and $\frac{1}{2}$	20c lb.
Wiping Solder	18c lb.
Wire Solder	25c lb.
Tinker's bar solder	25c. lb.
Wire Nails	\$2.25 base
Cut Nails	\$2.70 base
Poultry Netting	50, 10%
Pure Manila Rope ..	14c base
British Manila Rope ..	11c base
African Hemp Manila ..	11c base
Sisal Rope	9 $\frac{1}{2}$ c base

lating other lines, also which in the aggregate will be of considerable benefit to trade generally and assist in keeping industrial conditions in a far more satisfactory condition than would otherwise be the case. Employment is found for large numbers of people, and, there being more money in circulation, this benefits the retail trade as well as the wholesale.

The steel and iron markets are dull but prices are steady. Steel and iron bars are being quoted at \$2 base f.o.b. warehouse. The first shipment of wire rods and nails, being part of a large order placed by English consumers with the Dominion Steel Corporation, left Sydney last Thursday for Liverpool.

Metals—The general condition of the metal markets is unchanged and the volume of business passing is only fair. Consumers are only buying to satisfy legitimate requirements which are comparatively light. The market for most metals is dull but prices are steady with the exception of tin, which is weaker and has declined 1 cent; this metal now being quoted at 32 to 35 cents per pound locally. In consequence of this weakness in tin, solders have been affected and have touched lower levels. The new quotations on solders are as follows: Solder, half-and-half, 20c; wiping, 18c, and wire solder, 25c per pound. Antimony is somewhat firmer, being quoted at 13c to 15c per pound. Lead remains unchanged. Spelter is in good demand and has advanced slightly in some quarters. Aluminum and copper are unchanged. Local quotations appear in the accompanying panel.

Stoves—A brisk demand is anticipated for heaters when the weather becomes cooler. At present stoves are moving fairly well in the city, but the demand in rural districts is heavier and

more satisfactory. Sales of furnaces have fallen off on account of the curtailment in building operations, fewer residences being built than for some time past. Tinware is moving fairly well and prices are steady.

Wire Nails and Screws—There has been no change in prices in these lines but business has picked up a little and a brighter tone prevails in the market. Wire nails are quoted at \$2.25 base and cut nails \$2.70 base.

Copper Rivets—The large Government orders for saddlery have stimulated this market and there is a good demand for copper rivets from the manufacturers of saddles; with this exception, however, there is little business being done.

Rope—The market has developed a weak tendency and an important reduction in prices of manila and sisal rope is noted this week. Prices have weakened in sympathy with the United States' market and may be largely accounted for by the prevailing dullness in trade. The following prices are being quoted: Pure manila, 14c; British manila, 11c; African hemp, 11c; sisal, 9 $\frac{1}{2}$ c; double lath yarn, 9 $\frac{1}{4}$ c; single 8 $\frac{3}{4}$ c per pound. Other lines are not affected. Wrapping cotton is weaker, 4-ply, 5-pound being quoted at 25c, and 3-ply at 22c.

LONDON.

LONDON, Ont., Oct. 21, 1914. — Business continues good with the local hardware trade. Retailers report that trade in fall lines has opened up in good shape. This city is located in a splendid agricultural district and with farmers securing high prices for their products, they are in a good position to spend money.

All seasonable lines are in fair demand. Considerable building has been done this season and builders' hardware has been selling in good quantities. September building permits show a considerable falling off when compared with the corresponding period of last year. Hardware men handling electric fixtures and supplies report a good demand for these lines.

Business in ready-mixed paints continues fair. White lead is not moving very fast and prices remain unchanged.

Linseed oil is moving slowly and the market is weak. Quotations have declined again and are now:

	Raw.	Boiled.
1 to 2 barrels	54c	57c
3 to 5 barrels	53c	56c
6 to 9 barrels	52c	55c
5 gal. lots	61c	64c

Turpentine.

No change has taken place in turpen-

tine and last week's prices prevail, as follows:

	Per Imp. gal.
1 barrel lots	67c
2 to 4 barrel lots	66c
5 gal. lots	74c

Quotations on putty and glass remain unchanged.

Rope Lower.

Quotations on rope have declined 2 cents per pound, and prices now are:

Pure Manila	14c base.
British Manila	11c base.
African hemp	11c base.
Fishermans' Rope	12 $\frac{1}{2}$ c base.
Sisal ..	9 $\frac{1}{2}$ c base.

Wire, Nails, Etc.

Wire nails remain at \$2.25 base and are only in fair demand. Cut nails are quoted at \$2.70 base. Poultry netting for immediate or spring is quoted at 50—10—5 per cent.

WINNIPEG.

WINNIPEG, Oct. 21.—While an unexpected weak tone has developed in the market here—that is as far as prices are concerned—there are yet indications that an upward movement may be expected in several lines. It is a time, however, when conditions are unusual, and when the most carefully reached conclusions as to the future may go wrong. This is proved this week in the case of rope and linseed oil, both of which dropped, though their movements in an upward direction have been quite confidently expected by retailers, wholesalers and other students of the market.

Grain Moving Slowly

October is not proving as good a month for collections as was the same month a year ago. There is, of course, a good reason for this. It is not that the country merchants have failed to get as much money as formerly from the farmer. In the majority of cases, it seems very likely they will get more—but the remarkably fine weather which has obtained throughout the West is offering the farmers a splendid opportunity for doing work upon the land, and realizing the great demand there will be for grains next year, they hesitate to lose this opportunity even for the purposes of taking this year's crop to market. Many farmers, of course, are holding their grain in the hope of getting still higher prices later on. Anyway, whether held for this purpose or whether the farmers simply will not take the time to market the grain, it is a fact that only a small part of that received up to this time a year ago has as yet gone through Winnipeg. There is every indication that November will see record sales of wheat, and that

WINNIPEG QUOTATIONS.

Tin	45c lb.
Solder	25c-26c lb.
Wire Nails	\$2.80 base
Cut Nails	\$3.35 base
Pure Manila Rope ..	14½c lb. basis
British Manila Rope ..	13c lb. base
Sisal	10½c lb. base
Linseed Oil, Raw ..	66c gal.
Linseed Oil, Boiled	69c gal.
Poultry Netting	50% off

it will be a remarkable month for collections.

Linseed 5c Down.

A 5c drop in linseed oil was struck the first of the week—this, as has been said, in spite of an expected advance. The flax crop has not been heavy this year, and it was felt the crushers would have to charge a little more than the 71c and 74c recently quoted.

On the other hand, there comes this decline to 66c and 69c. It is hard to account for this. The only solution which can be offered indeed is that competition among the crushers in the East has resulted in lower prices there than the crop conditions warrant, which naturally has been followed by a decline in the West. It might be expected that the present prices would not obtain very long, but this is a bad time for predictions.

Rope Goes Still Lower.

Rope also is a line which has declined when expected to advance. Less than a month ago wholesalers received communications indicating that prices were sure to rise. In fact of this a decline came, and now this week there has been a further reduction, which puts the price for pure Manila at 14½c. Here, too, it is difficult to explain the change. Perhaps the clearing up to some extent of the situation in Mexico has had something to do with this.

Huge Army Orders of Cutlery.

Some interesting information with reference to cutlery has just come to hand—information which seems to indicate that prices in this line will have to be advanced when the present stocks carried by jobbers are reduced. It must be borne in mind that local wholesalers were counting upon receiving from England not only the usual stock, but also substitutes for some of the lines which have been brought from Germany. Now it becomes apparent that the English source of supply will quite likely be interfered with. Word has come to this city of an authoritative letter received by a large Toronto handler of cutlery, which stated that the British Government has placed an order for 70,000 gross of pocket knives and razors with Sheffield manufacturers. These razors and pen knives

are, of course, for the use of the military. It seems evident that the production of these—and they are ordered for the earliest possible delivery—will keep manufacturers so busy that they will be able to give but little attention to outside orders for the next few months. This, of course, can mean only that local wholesalers will have to depend principally upon the stocks they now have on hand. These stocks, fortunately, are fairly large, still dealers may expect that a good deal of substituting will have to be resorted to.

Evidence of an Advance

Not only does the probable scarcity of cutlery make an advance in cutlery seem likely, but word comes to Winnipeg, direct from Sheffield, that there is to be a 7½ per cent. rise in the price of cutlery. In view of all these things, therefore, a higher price would seem very likely. This will not probably be struck, however, for some little time.



ST. JOHN, N.B., NOTES.

An endeavor is being made in St. John to organize a branch of the Dominion Retail Merchants' Association, and at a meeting held in the board of trade rooms last week, the scheme was launched by N. C. Cameron, of Peterborough, Ont., one of the officials of the main body. The gathering was representative, and an attentive hearing was accorded the speaker who dwelt upon

the advantages to be gained by organization among the merchants. A committee was appointed, taking in the different lines of trade to agitate in the interests of another meeting for organization purposes this week, and at that it is expected that a branch of the Dominion body will be formed. Mr. Cameron will go from here to Nova Scotia to form another branch there.

Friends throughout the hardware trade in Canada will be interested to know that C. B. Allan, for a long time in the hardware and stove business in St. John, has been made permanent secretary-treasurer of the Canadian Patriotic Fund for New Brunswick.

Colonel J. L. McAvity, O.C., the 62nd St. John Fusiliers (head of the McLean Holt Co., Ltd., iron and hardware manufacturers), has made an offer to the provincial Government to raise a regiment of 1,000 men for overseas service, to represent New Brunswick at the front. He has made known his purpose of going into service personally, at the head of the troops. The scheme has aroused much favor and enthusiasm, but definite action cannot be taken until the call for the second contingent is made when the matter will be actively taken up by Col. McAvity.



Oftentimes a profit may be made by buying low when one could not be obtained by selling high.

“Cells” and “Sells”

Consider these facts before you decide on your war-time advertising policy:

When a firm advertises a brand of merchandise it thereby pre-empt certain brain cells in the minds of a certain number of people.

Those cells, in each brain, store away the arguments in favor of that brand; and become factors in inducing their owner to purchase the advertised, branded merchandise.

Now, along comes War, with all its unsettling of business, all its disturbance of trade; and the manufacturer, faced with the apparent advisability of saving money, begins to consider whether advertising is one of the features on which he can retrench.

But let him cease advertising—and soon, very soon, the trade will begin to waver and drift away to other brands. Stop the appeal to those brain cells and soon, very soon, the cells will forswear their allegiance and become acquired by other manufacturers who make a fresh appeal to them.

The brain of every human being is in constant process of change. The cells are shifting, shifting, all the time. Ordinarily, by steady persistent advertising, the manufacturer of a sound article is not only holding the brain cells his goods have won, but is surely, steadily adding to the number of his acquired cells—surely, steadily increasing his hold on the public mind.

Let him stop the advertising and the process of cell capture not only closes, but the cells he has been at such pains to win over, will become lost to him—perhaps for ever.

Even a War scarcely excuses the unsound business policy which permits such a catastrophe. Even in war-time, it behooves every manufacturer to keep his advertising at full pressure.

MARTIN-SENOUR PAINTS AND VARNISHES

MADE IN CANADA

MERIT BRINGS DISTINCTION

On the Firing Line of public opinion Martin-Senour Paints and Varnishes have won marked distinction, and for conspicuous service rendered thousands of Canadian paint users, these products have been promoted to highest rank in the esteem of the purchasing public.

The unsurpassed quality of each and every Martin-Senour product has merited this distinction.

In the fight for big business the dealer who wants to be on the winning side should line up behind the name Martin-Senour and the hand behind the brush trade-mark.

It's a safe and sure lead to ultimate success.



The **MARTIN-SENOUR** *Co.*

LIMITED

PRODUCERS OF PAINTS AND VARNISHES

CHICAGO

MONTREAL

WINNIPEG

HALIFAX

LINCOLN

TORONTO



On the Firing Line of Business

progressive dealers are putting forth every effort to capture a big fall trade.

Live Berry Brothers' dealers, like the one whose show windows are shown here, are linking up their stores and their names with Berry Brothers' Varnishes.

They are getting the full benefit of our aggressive business - getting advertisements, which appear in the leading periodicals of the Dominion. These advertise-

ments give prospective varnish buyers confidence in

Berry Brothers' Varnishes and Berry Brothers' dealers.

Berry Brothers also supply their dealers with many other advertising helps, such as signs, window display cards, folders, booklets and the famous Berry Wagons.

If you are not selling Berry Brothers' Varnishes now, fortify your position on the firing line of business more strongly by writing for our co-operative dealer proposition. Let us show you how we help our dealers keep their stocks moving—how profitable to the merchant a Berry Brothers dealership is.

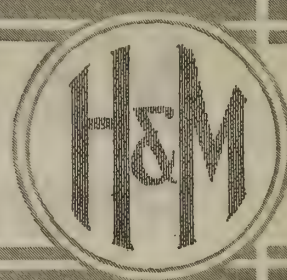


BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

WALKERVILLE, - Ontario



Weekly Paint Markets



MONTREAL.

MONTREAL, Oct. 22.—No new situations have developed in the paint market during the past week. Linseed oil is still very unsettled, and there is considerable variation in the prices which are being quoted. Orders for paint from the rural districts are quite numerous and very fair in size. Trade with the manufacturing firms who use paint has fallen off considerably.

Linseed Oil.

The market is very unsettled and quotations are as follows:

1 to 5 barrels, raw.....52c—54c
1 to 5 barrels, boiled.....55c—57c

Turpentine.

The turpentine situation still remains unchanged. The prices are firm, but no advance over last week's quotations has been announced. The quotations are:

Per. Imp, gal.

1/2 bbl. lots68c
1 bbl. lots65c
2 to 4 bbl. lots64c
5 to 10 bbl. lots62c

Gasoline.

During the week there has been little change in the gasoline situation. The prices have been maintained and sales are normal. No change in the present situation is looked for. The prevailing quotations are:

In drums, per gallon, ex. warehouse Montreal, 15 1/2c.

From tank wagons, city delivery, less than 100 gallon lots, 15c.

In 100 gallon lots and over, 14 1/2c.

Benzine.

The benzine market also remains unchanged, the prices remaining firm and the trade nominal.

Glass.

Quotations to the retail trade on glass have not been altered during the week, although some jobbers state that an early advance may be looked for. The demand at present is not heavy, and this may have a tendency to hold prices down.

TORONTO.

TORONTO, Oct. 22.—There is a more optimistic feeling in the paint trade this week, although general conditions cannot be said to have improved very much—that is, in the city. The reason for this better feeling is the

satisfactory condition of the trade in the country which, according to one authority, is equal to, if not better, than for the corresponding period last year. Whether the comparison is true in all cases or not, there is no doubt that the country trade is good, which is fortunate, considering the depressed condition of trade in the larger cities where industrial conditions have been seriously affected by the war.

Paint and varnish manufacturers are not working to capacity, but, considering the time of the year and the abnormal conditions prevailing, this could hardly be expected. The building trade is dull and operations have been considerably restricted; this naturally is having a marked effect on the paint market. With the exception of a large contract for paint for a bank building in the city, which went to a local house, there has been comparatively little business done in the city recently. Prices have not changed. Although oil is cheaper, white lead is still high, hence no changes have been made.

Linseed Oil.

The demand for linseed oil is very light, and price-cutting is still in evidence. Flax-seed is somewhat stronger, but unsteady. There has been a further cut in the price of oil this week. The following prices are in effect in Toronto:

	Raw.	Boiled.
Single bbls.	52	55
3 to 5 bbls.	51	54
6 to 9 bbls.	50	53

Turpentine.

There is no change in the turpentine situation, and the market is quiet. The Turpentine Farmers' Association control approximately 85 per cent. of the production, which is holding the market steady. There has been no change in prices of turpentine, which is quoted locally as follows:—Single barrels, 67c; 2 to 4 barrels, 66c per Imperial gallon.

Glass and Putty.

There is no change to be recorded in the glass situation. The market is quiet and prices are being maintained at the same level as last week. Much new business is being placed with United States' factories.

Shipments of white lead are coming in more freely, but there has been no change in price.

Putty is moving fairly well, and prices are unchanged. The following prices for putty are standard in less than ton lots.

Per 100 lbs.

Bulk bbls., 800 lbs.	\$2.25
Bulk drums, 100 lbs.	2.75
Bulk drums, 50 lbs.	2.80
Bulk drums, 25 lbs.	2.85
Bulk drums, 12 1/2 lbs.	3.10
Cased tins, 25 lbs.	3.05
Cased tins, 12 1/2 lbs.	3.25
Bladders, bbl., 400 lbs.	3.05
Bladders, cases, 100 lbs.	3.15
Pure putty, 70c per cwt. advance.	



A PRICE-CUTTING SOLILOQUY.

With Apologies to Hamlet.

To cut or not to cut. That is the question.

Whether it is not better in the end
To let the chap who knows not the worth
Have the business at cut-throat prices, or
To take up arms against his competition,
And by opposing cut for cut end it.

To cut—and by cutting put the other
cutter

Out of business—'Tis a consummation
Devoutly to be wished. To cut—to
slash

Perchance myself to get it in the neck—
Aye—there's the rub; for when one
starts to meet

The other fellow's prices, 'tis like as
not

He's up against it good and hard.

To cut and to slash is not to end the
confusion

And the many evils the trade is pestered
with;

Nay, nay, Pauline; 'tis but the fore-
runner

Of debt and mortgage such a course
portends.

'Tis well to get the price the goods are
worth,

And not to be bluffed into selling them
for what

So-and-so will sell his goods for.

Price-cutting doth appear unseemly

And fit only for the man who knows not
What his goods are worth, and who, ere
'long,

By stress of making vain comparison

'Twixt bank account and liabilities
Will make his exit from business.

A TEST OF TRADITIONS

To-Day the world watches and waits for the outcome of a titanic struggle.—All English-speaking peoples look to the end with sublime faith in ultimate victory.

The traditions of our Empire are being tested—likewise the traditions of an Empire's Trade.

It is a period of corrosion or wearing down.—The resultant product will be able to stand all future tests.

Identified with the best traditions of British Trade stands Brandram's B.B. Genuine White Lead, now corroded in Canada by Brandram-Henderson, Limited. Its traditions have stood supreme through the testing of nearly two centuries.

The Brandram process of Lead corrosion produces a White Lead which stands every test of time and temperature.

B-H English Paints

We guarantee the white pigment forming the base of B-H "English" Paint is made from Brandram's B.B. Genuine White Lead and Pure White Zinc in the following proportions—

70% Pure White Lead } 100% pure
30% Pure White Zinc }

Brandram's B.B. Genuine White Lead

The standard White Lead of the world for nearly two centuries. Corroded in Canada by the original Brandram secret process.

Keep up the Trade traditions of the Empire by forcing the issue—

"Business as Usual for *Everybody*".

BRANDRAM-HENDERSON LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 99% pure, lb. 22c
Pattern, lb. 23c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 50; 22 short smokeless, 55 and 5; 22 long rifle, black and smokeless, 40 and 2 1/2; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Center Fire Pistol Cartridges, 20 and 2 1/2; Center Fire Sporting and Military Cartridges, 10%; Primers, 10 and 2 1/2; Shot Shells 45 and 12%; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 30 days.

Smokeless, Grand Prix, Eley, and Nitro Club Remington, and "Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 per cent.; "Regal" Dense Smokeless Powder, 30 and 10 p.c. "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 30 days net.

Shot standard, 100 lbs., \$15, 45 p.c.; cash discount, 2 p.c. 30 days; net extras, as follows: subject to cash discount only; (chilled, 40c; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., 1/2c per lb.; f.o.b. Montreal, Toronto, Hamilton, London St. John and Halifax freight equalized.

ANTIMONY.

Cookson's or Hal-
lett's 17 00 15 00

ANVILS.

Buckworth per lb. 0 10 1/2

AUGERS.

Ford's auger bits 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmore's auger 70 p.c.
Rockford's auger 50 and 10 p.c.
Gilmore's car 47 1/2 p.c.
Clark's expansive 40 p.c.

AXES.

Daisy doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black Diamond, doz. 9 00
Samson single bit, doz. 9 00
Samson single bit, handled, doz. 12 50
Samson double bit, doz. 12 50
Samson flooring axes No. 2, doz. 9 00
Single bit, doz. 6 75 9 50
Double bit 10 50 12 00
Hunters' Axes 5 00 6 00
"Beys" Axes 5 75 6 50
Bench Axes, Samson.
No. 3, doz., net 9 00
No. 3, doz., net 9 30
No. 1, doz., net 10 25
No. 5, doz., net 11 50
No. 6, doz., net 12 00

BABBITT.

Canada Metal Co., Ltd.—Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6 to 60c lb.
Thomas Robertson & Co., Ltd.—No. 1, 27c; No. 2, 18c; No. 3, 14c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, 2 and 3.

Alonzo W. Spooner, Ltd.—Spooners' Copperine, Tough, Hard, Finest, No. 1 and 2 Nicoluminam grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 1, from 6 to 60c lb.

BELTING (Leather).

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BENZINE. Montreal Toronto
Single bbls., gal. . . 0 20 0 18 1/2
3 bbls. 0 18

BOLTS AND NUTS.

Carriage Bolts (\$1), list, 3/8 in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts (\$1) list, 7-16 in., 52 1/2 and 12 1/2 %.
Machine Bolts, 3/8 in. dia. and smaller, 70 and 5 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 and 5 p.c.
Sleigh Shoe Bolts, 3/8 in. dia. and smaller 62 1/2 p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12 1/2 p.c.
Coach and Lag Screws, 75 and 5 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 and 5 p.c.
Plow Bolts, 55, 10 and 5 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts (\$3) list, 50 and 10 p.c.
Step Bolts, large head (\$3) list, 50 and 5 per cent.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 44c off list.
Hexagon, 44c off list.
Stove Rods, per lb., 5 1/2 to 6c.
Stove Bolts, 80 and 7 1/2 p.c.
Tire Bolts, 75 p.c.

BRASS. Per lb.
Springs, sheets, up to 20 gauge 0 25
Rods, base 1/2 to 1 in. round 0 22
Tubing, seamless base 0 24
Tubing, iron pipe size, 1 in. base 0 24
Copper tubing, 4c extra.

BUTTS.

Plated, bower barff and nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 and 5 per cent.
Crescent brands, 70 p.c.

BARS (Clothes).

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range).

30-gallon, Standard, \$4.50; extra heavy, \$7.

BOARDS, BAKE.

No. 0, 3/4 inch rim, 16x22... 4 25
No. 1, 3/4 inch rim, 18x24... 4 75
No. 2, 3/4 inch rim, 18x28... 5 25
No. 3, 3/4 inch rim, 20x30... 5 30
No. 0, 3/4 inch rim, 16x22... 4 60
No. 1, 3/4 inch rim, 18x24... 5 30
No. 2, 3/4 inch rim, 18x28... 5 60
No. 3, 3/4 inch rim, 20x30... 6 30

BOARDS (Ironing).

Size 12x60 ins., doz. 7 20
Size, 14x60 ins., doz. 8 40
Folding, 14x60 ins., doz. 16 50

BOARDS (Sleeve).

Basswood, stationary, doz. 1 50
Folding, per doz. 3 50
Folding, without sleeve .. 19 00

BOARDS (Wash).

Per doz.
Glass, doz. \$ 3 50
Enameled, doz., net 3 50
Pony 1 20
Crown 2 05
Dandy 2 25
Improved Globe 2 35
Standard Globe 2 45
Neptune 2 45
Original Globe 2 75
Newmarket King 2 75
Jubilee 2 75
Victor (Glass) 3 50
Diamond King (Glass).... 3 75
Western King (Enamel)... 3 50
Beaver (Brass) 3 50

BRUSHES.

Weighted, 15 lb., per doz. 14 70
Weighted, 20 lb., per doz. 19 90

C

CANS.

Milk cans and pails, 25 and 5%.
Creamery cans, 25 and 5%.
Railway cans, 40 and 2 1/2 %.
Hand, delivery and creamery cans, 35 p.c.
Cream cans, 35 p.c. with dome top, 15c extra. Retinned, 72 1/2 and 5. Plain, 72 1/2 and 15.
Milk can trimmings, 12 1/2 per cent.
Common, cork-lined, 35 per cent.
Cans, jacketed.
1 gal. jacketed, per doz... 2 70
2 gal. jacketed, per doz... 3 60
3 gal. jacketed, per doz... 4 20
5 gal. jacketed, per doz... 4 80
10 gal. jacketed, per doz... 8 40

CEMENT AND FIREBRICK.

Less than carload lots ... 1 85
Portland, per bbl., carload lots, f.o.b. Toronto ... 1 55
White Bros. English, 2 00 2 05
"Lafarge" cement, in wood 3 46
Fire brick, Scotch, per 1,000 23 00 28 00
Fire Brick, English, 17 00 21 00
Fire Brick, Am., low, 23 00 25 00
Fire brick, Am., high, 27 50 31 00
Fire clay (Scotch), net ton 6 50
Fire clay, Am., net ton 5 00 10 00

CEMENT (FURNACE).

14 lb. tins, per doz. 1 00
6 lb. tins, per doz., lb. 0 05
25 lb. tins, per doz., lb. ... 0 04

CEMENT, ROOFING.

Per gal.
Roofing cement (in bbls)... 0 17
Cement (in 5 and 10 gals)... 0 19
Cement (in 2 gals.) 0 25
Cement (in 1 gal.) 0 30

CHALK.

Carpenters, colored, per gross 0 65 0 80
Carpenters lead pencils, per gross 2 40 6 75
Crayons, per gross... 0 20

CHISELS.

Cold chisels, 5x6 in., doz... 2 20
Bevel edge, 1 inch, doz.... 2 50

CHAIN.

Proof coil, per 100 lbs., 1/4, \$6; 5-16, \$5.20; 3/8, \$4.45; 7-16, \$4.20; 1/2, \$3.90; 9-16, \$3.90; 5/8, \$3.80; 3/4, \$3.65; 7/8, \$3.45; 1, \$3.40.

Electric Weld Coil Chain—BB, 3-16 in., \$9.25 per 100 lbs.; 1/4 in., \$6.50 per 100 lbs.; 5-16 in., \$4.30 per 100 lbs.; 3/8 in., \$4.25 per 100 lbs.; 7-16 in., \$4 per 100 lbs.; 1/2 in., \$4 per 100 lbs.

Electric Weld Loading Chain, 1/4 in., \$11.50 per 100 lbs.

CHURNS.

No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, London and St. Mary's, 40 and 10 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37 1/2 and 10 p.c.

CLEANERS (VACUUM).

Eureka Electric, each \$35 00
Cadillac Vac. Sweeper ... 5 50
Cadillac Combin'n Cleaner, 6 50
Cadillac Electric, Model C. 18 00
Cadillac Electric, Model D. 20 00

COMPOUND.

Soclean Sweeping. Per case.
4 1/2 lb. size, 2 doz. in case.. 4 50
8 lb. size, 2 doz. in case ... 7 20
17 lb. size, 1 doz. in case... 6 75

COPPER.

Montreal Toronto
Casting ingot \$14 00 \$13 25
Bars, 1/2 to 2 in. ... 23 00 27 50
Plain sheets, 14 oz., 14x28 in., 14x60 in. 21 00 29 50
Copper sheet, tinned, 14x60, 14 oz. 22 75 30 50
Copper sheet, planished, 14x60, base. 29 00 37 50
Braziers' in sheets, 6 x 4 base 24 00 29 50

CORD (SASH).

No. 5, Special 0 50
No. 6, lb. 0 20 1/2
No. 7, lb. 0 28 1/2
No. 8, No. 9, No. 10, No. 12 0 28

CRATES.

Humpty-Dumpty, egg, doz.. 3 75
Ideal egg boxes, with filler, 12 doz. size, per doz. 3 50

CANADA PLATES.

Ordinary, 52 sheets .. 2 75 3 00
All bright, 52 sheets. 3 85 4 00
Galvanized.
Apollo D. Crown Gorbals
18x24x52 .. 4 45 4 45 4 60
60 .. 4 70 4 70 4 85
20x28x30 .. 8 00 8 00 9 20
20x28x80 .. 9 40 9 40 9 70

M.L.S. and Famous— Per box
I C, 14x20 base \$7 00
I X, 14x20 base 6 00
I X X, 14x20 base 7 00
I X X X, 14x20 base ... 9 56

CHARCOAL TIN PLATES.

Raven and Murex Grades—
I C, 14x20 base 5 00
I X, 14x20 base 6 00
I X X, 14x20 base 7 00
I X X X, 14x20 base ... 9 50
"Allaway's Best" Standard Quality.
I C, 14x20 base 4 65
I X, 14x20 base 5 65
I X X, 14x20 base 6 65

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets 7 40
I X, Terne Tin 9 40

COKES BRIGHT.

Bessemer Steel—
I C, 14x20 base 4 50
20x28, double box 9 00

CLEVICES.

7 1/2c per lb

CLOCKS, ALARM.

Good Morning, ea. 0 80
Look Out 0 92
Big Ben 2 00
Baby Ben 2 00

CROWBARS.

4 1/2c per lb.

DRILLS.

Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.

The Franco-Prussian War in 1870

had probably not even been thought of at the time
(1858) we began to supply Canadian hardware
dealers with

Jamieson's Pure Paints

Ever since then we have concentrated on purity
and quality with the result that when you hook up
with Jamieson's, your paint stock is beyond
criticism.

R. C. JAMIESON & CO.,
LIMITED

Established 1858

Montreal

Vancouver

Owning and operating P. D. Dods & Co., Limited



HARRIS HEAVY PRESSURE

"THE BABBITT METAL WITHOUT A FAULT"

O' your deserts speak loud: and I should wrong it.
To lock it in the wards of covert bosom.
When it deserves with characters of brass
A fortified residence 'gainst the tooth of time.
—"MEASURE FOR MEASURE."

For more than a quarter of a century we have been manufacturing
goods in Canada and striving to give such excellent quality that

Every Hardwareman in the Dominion

Would say:—

"O' YOUR DESERTS SPEAK LOUD"

We have everything in metals, including Babbitt, Solder, Lead Pipe, Block Tin Pipe, Block Lead, Pig Lead,
and have all

PLUMBERS' SUPPLIES in ENAMELWARE and BRASS GOODS.

Our prices will interest you. Write for catalogue "A."

THE CANADA METAL COMPANY, LIMITED
TORONTO MONTREAL WINNIPEG

We want an agent in every city for
HARRIS HEAVY PRESSURE
"The Babbitt Metal without a fault"

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., \$14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

1 C, 14 x 20 base ... 7 00 7 00
1 X, 14 x 20 base ... 8 25 8 25
1 X X, 14 x 20 base ... 9 50 9 50

DUCK.

Yarmouth Double		Standard Single.	
7 oz. ... 0 17½	6 oz. ... 0 12½	7 oz. ... 0 14	8 oz. ... 0 15½
8 oz. ... 0 19½	7 oz. ... 0 14	8 oz. ... 0 15½	9 oz. ... 0 17½
10 oz. ... 0 24½	8 oz. ... 0 15½	9 oz. ... 0 17½	10 oz. ... 0 19½
12 oz. ... 0 29½	9 oz. ... 0 17½	10 oz. ... 0 19½	12 oz. ... 0 23½
	10 oz. ... 0 19½	12 oz. ... 0 23½	15 oz. ... 0 32

Emery wheels, 67½% discount.

F

FILES AND RASPS. Per cent.

Disston's ... 75
Great Western American ... 75
Kearney and Foot, Arcade ... 75
J. Barton Smith Eagle ... 75
McClellan Globe ... 75
Black Diamond ... 66 2-3
Delta Files ... 65
Nicholson ... 66½
Jowett's (English list) ... 27½
Spear & Jackson (Eng. list) ... 35
Globe ... 75
Hellers ... 70

FITTINGS (IRON PIPE).

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 per cent.

FIXTURES, STALL.

	Doz.
Hollow	0 81
Solid	1 35

G

GALVANIZED WARE.

Dufferin pattern pails, 50 p.c.
English pattern, 50 per cent.
Galvanized washtubs, 50 p.c.

GASOLINE Montreal Toronto
Single bbls., per bbl. 18½ 18½
Three bbls. and over ... 0 18

GRINDSTONES. Per 100 lbs.
Over 40 lbs. and 2 in. thick 1 25
Smaller sizes extra.

H

HALTERS (SNAP AND RING).

Jute Rope, ¾-in., per gross 8 00
Jute Rope, ¾-in., per gross 10 50
Jute Rope, ¾-in., per gross 13 50
Leather, 1-in., per doz. 4 00
Leather, 1½-in., per doz. 5 20
Web ... 2 45

HALTERS (SISAL).

¾-in., \$9.00; 7-16 in., \$10.20; ½-in., \$11.40; 9-16 in., \$13.20; ¾-in., \$15.00.

HAMMERS, SLEDGE.

Can., 5 lbs. and over ... 0 06
Masons, 5lbs. and over ... 0 06
Napping, up to 2 lbs. ... 0 09

HANDLES (WOOD).

Axe, No. 3 culls, doz. ... 0 60
Axe, No. 1 hickory, doz. ... 2 04
Axe, 2nd growth, doz. ... 3 00
Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Team whiffletrees and neck-yokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.
All other ash goods, 40 p.c.
Railroad and navy pick, 25% per cent.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
Hickory cant hook handles, 30 per cent.
Doubletrees, 35 per cent.
Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox, No. 021
B.D. Trolley, doz. pr. ... \$7 50
R.W. No 117 P.D. Hanger, full set ... 2 75
R.W. No. 321, per doz. pr. 14 40
Stearns wood track. Special. Zenith ... 9 00
Atlas, steel covered. \$5 25 6 60
Perfect, No. 1 ... 8 50
Perfect, No. 1½ ... 9 50
Perfect, No. 2 ... 10 00
New Milo, flexible ... 6 00
Double strap hangers, doz. sets ... 6 50
Standard, jointed hangers, doz sets ... 6 45
Steel King hangers, doz. sets ... 6 40
Storm King and safety hangers ... 5 75
Storm King rail ... 4 25
Crown ... 4 85
Crescent ... 7 25
Sovereign ... 6 50
Chicago Friction. Oscillating and Big Twin Hangers, 5 p.c.
Steel track, 1 x 3-16 in. (100 ft.) ... \$3 25
Steel track, 1¼ in. ... 4 75

HATCHETS. Samson Samson
No. 1 doz. Shingle Claw ... 13 13 15 10
No. 2 ... 14 20 15 70

HIDES.

Trimmed hides, green 0 12 0 13
Trimmed, green and partly cured ... 0 12 0 13½
Usual 2 lbs. tare.
Horsehide, with mane and tail, up to ... 3 75
Sheep skins, up to ... 1 50
Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs. ...	1 14	0 96
5 in., doz. prs. ...	1 38	1 11
6 in., doz. prs. ...	1 50	1 14
8 in., doz. prs. ...	2 04	1 53
10 in., doz. prs. ...	3 60	2 52
12 in., doz. prs. ...	4 47	4 14
14 in., doz. prs. ...	5 10	4 44

Light T and strap, discount 65 and 15 off list.
Screw hook and strap hinge—
Under 12 in., per 100 lbs. ... 5 00
Over 12 in., per 100 lbs. ... 4 25
Extra hooks for above, ¾ in., per lb. ... 5½
Extra hooks for above, ¾ in., per lb. ... 5½
Crate hinges and back flaps. 65 and 5 per cent.
Chest hinges and hinge hasps. 65 per cent.

HINGES (SPRING).

Spring, per gross — No. 5, 740; No. 10, \$19.50; No. 20, \$8.50; No. 50, \$24; No. 51, \$9.60; No. 120, \$17.40; offset No. 192, \$16.80.
Chicago hold back screen door iron, gross, \$12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 per cent.
Garden City fire house hinges, 12½ per cent.
"Chief" floor hinge, 50 p.c.

HOES. Grub. ¾-lb., \$4 doz.

HOOKS, GRASS. English
No. 2, per doz. ... 1 60 2 50
No. 3, per doz. ... 1 70 2 90
No. 4, per doz. ... 1 80 3 25

HOOKS, CORN.

Eureka, doz. ... 1 80
Cyclone, doz. ... 2 40
Hoes, corn, doz. ... 4 50

HORSESHOES.

Iron shoes, light, medium and heavy. No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow pattern, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, \$4.35; No. 1 and smaller, \$4.60; "X.L." steel shoes, feather weight pattern, all sizes. No. 0 to 4, \$5.75; special countersunk steel, all sizes, 0-4, \$6.25; toe weight steel shoes, all sizes, No. 1 to 4, \$6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25; "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition ... 70 10 p.c.
Corrugated, 1½ in., ft. ... 0 13½
Corrugated, ¾ in., ft. ... 0 17
Cable, 70 per cent.
Leader, 60 and 10 per cent.

I

IRON AND STEEL.

	Montreal	Toronto
Angles ... base	2 50	2 50
Common bar, per 100 lbs.	2 05	2 00
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 25	2 00
Sleigh shoe steel	2 25	2 25
Domestic	2 30	2 00
Reeled machinery steel	2 75	3 00
Tire steel	2 35	2 20
Sheet cast steel	0 15	0 15
Toe calk steel	3 10	3 15
Mining cast steel	0 07½	0 07½
High speed	0 65	0 65
Cammell Laird	0 15	
Black Diamond tool steel	0 08½	0 08½
Silver tool steel	0 13½	0 13½
Cold Rolled Shafting.		
9-16 to 11-16 inch	0 06	
¾ to 1 7-16 in.	0 05½	
17-16 to 3 inch	0 65	

Montreal 40%, Toronto 40%.

IRON, TINNED.

72x30 up to 24 gauge, case lots ... \$9 50
Less than case, 25c per 100 lbs.
72x30 up to 26 gauge, case lots ... 10 00 extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set ... 0 78
Mrs. Potts, No. 50, nickel-plated, per set ... 0 85
Mrs. Potts, handles, Japaned, per gross ... 9 00
Sad irons, common, plain ... 5 00
Sad irons, common, plated ... 5 50
Asbestos, No. 70, per set ... 1 50
Asbestos, No. 90, per set ... 1 20
Princess Electric, each ... 3 00
Ideal Electric, each ... 2 85
Gasoline Sad Iron, each ... 3 50
Ideal Gasoline, each ... 3 25

LADDERS, ETC.

(Step Ladders).
Shelf-lock ... 12c ft.
Ontario ... 16c ft.
Faultless ... 20c ft.
Extra Heavy ... 28c ft.
Hercules ... 23c ft.
Decorator ... 18c and 20c ft.
Perfect ... 22c ft.
Chair Ladders, each ... \$2 00
(Roped Extension).
20 ft. ... \$3 00 42 ft. ... \$7 95
22 ft. ... 3 30 44 ft. ... 8 36
24 ft. ... 3 60 46 ft. ... 8 74
26 ft. ... 3 90 48 ft. ... 9 12
28 ft. ... 4 20 50 ft. ... 9 50
30 ft. ... 4 50 52 ft. ... 11 44
32 ft. ... 4 80 54 ft. ... 11 88
34 ft. ... 5 78 56 ft. ... 12 32
36 ft. ... 6 12 58 ft. ... 12 76
38 ft. ... 6 46 60 ft. ... 13 20
40 ft. ... 6 80

(Common Extension).

20 ft. each ... \$2 60
22 " ... 2 86
24 " ... 3 12
26 " ... 3 38
28 " ... 3 64
30 " ... 3 90
32 " ... 4 16
34 " ... 5 10
36 " ... 5 40
38 " ... 5 70
40 " ... 6 00
42 " ... 7 48

(Common Single.)

8 ft., each ... \$0 50
10 ft., each ... 1 00
12 ft., each ... 1 20
14 ft., each ... 1 54
16 ft., each ... 1 76
18 ft., each ... 1 96
20 ft., each ... 2 40
22 ft., each ... 2 64
Fruit picking ladders, long nose, same price as common single ladders; short nose, 1c per foot additional.

LANTERNS.

	Per doz.
Banner Buggy	10 75
Banner Junior	11 75
Trulite	7 00
Wrightlights	7 00
Beacon	7 00
2, or 4, plain cold blast	7 00
Short globe, pattern	7 00
Cold blast, japanned	7 00
Brass, well japanned	9 25
All brass	24 00
Little Bobs A.C., doz.	1 90

LANTERN GLOBES.

Cold blast, short ruby ... 1 75
Cold blast, common ruby ... 1 60
Cold blast, short ... 0 75
Cold blast ... 0 50
Prism globes ... 1 20

LATCHES (YALE, NIGHT).

No. 26, per doz. ... \$3 30
No. 34, per doz. ... 11 80
No. 34N, per doz. ... 11 80
No. 37, per doz. ... 13 40
No. 042, per doz. ... 15 25
No. 42, per doz. ... 16 25

LATHS (METAL).

26-gauge, painted metal lath 0 10
24-gauge, painted metal lath 0 13
23-gauge, painted metal lath 0 15
24-gauge, galv. metal lath ... 0 17
23-gauge, galv. metal lath ... 0 19

LEAD.

Domestic (Trail), 100 lbs. ... 4 90 5 00
Imported pig, per 100 lbs. ... 5 00
Lead Wool, 8c lb.
Sheets, 2½ lb. sq. ft. 7 50 7 50
Sheets, 3lb. sq. ft. 6 75 6 75
Sheets, 3½ lb. sq. ft. 6 62½ 6 60
Sheets, 4 to 6 lbs. sq. ft. ... 6 50 6 50
Cut sheets, ¼c per lb. extra.
Cut sheets to size, ¼c per lb. extra.

LEVELS. Per doz. Rabone's.

1369x12, Boxwood ... 4 40
1626x9, Walnut pointed ... 4 50
1628x12, Rosewood ... 7 50
104x24, Triple stock (net) ... 21 00
104x27, Triple stock (net) ... 22 00
104x30, Triple stock (net) ... 23 15

LINES, PLOUGH.

Russia snap, per gross ... 33 00
Indian snap, per gross ... 27 00

MACHINES (WASHING). Each

Canadian ... \$5 00
Downswell ... 5 00
Hamilton ... 5 75
Re-Acting ... 7 50
Snowball ... 8 00
Noiseless ... 8 25
Sunlight ... 8 75
Momentum ... 8 75
New Century, style "A" ... 9 00
New Century Style "B" ... 10 00
New Century, Power, Style "D" ... 24 00
New Idea, style "B" ... 11 00
Playtime, engine drive ... 11 00
Ideal Power ... 16 00
Seafoam, electric ... 60 00
Seafoam, engine drive ... 25 00
New Idea, electric ... 80 00
Sunshine ... 4 50
Popular, No. 1 ... 5 25
Economic ... 6 00
Champion ... 9 00
Excell-All ... 11 00
Blue Bell, without stand ... 9 00
Puritan Water Motor, complete ... 16 00
Hydro, One Tub, engine drive ... 26 00
Discount 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.
Stephenson Washers, \$6 net.

We are Manufacturers of

DRY COLORS

of Every Description

YOUR ENQUIRIES WILL HAVE OUR FULLEST ATTENTION

The Allan Munro Color Company
MONTREAL **LIMITED**



The World-Famous
SIMONDS
Crescent-Ground
CROSS-CUT
SAWS

MADE IN
MONTREAL

Sell
Simonds Saws
because they will
give your customer
better service than any
other make of saw. There is
none better. They cut easy
and saw fast. Made of Sim-
onds special edge-holding
steel. Each saw guaranteed.
Buy from your jobber, or
write to

Simonds Canada Saw
Co., Limited
St. Remi St. and Acorn Ave.
Montreal, Que.
Vancouver, or St. John, N. B.

HARDWARE AND METAL

MALLETS. Per doz.
Tinsmiths', 2½ x 5½ in.... 1 65
Carpenters', round hickory 1 95
Lignum Vitae, round, 5 in 2 40
Caulking, No. 8, oak.....15 00

MANGLES.
Victor, each\$14 25
Woodyatt, each 6 60
MIRRORS, FRAMED. Doz.
Size glass, 4 x 6..... 1 00
Size glass, 5 x 7..... 1 25
Size glass, 6 x 9..... 1 60
Size glass, 7 x 9..... 1 75
Size glass, 8 x 10..... 2 00
Size glass, 9 x 12..... 2 60
Size glass, 10 x 14..... 3 10
Size glass, 10 x 17..... 3 75

MOPS.
Mops, O-Cedar, doz.....\$12 00
S. W. Mops, doz..... 3 25
New Wizard, small, doz.. 8 00
New Wizard, large 10 00
Mop sticks, doz..... 1 10
Cast head mops, doz..... 1 35
Crescent, doz..... 1 50
Crank wringing, doz..... 4 75
Extra Cloths.
Challenge, doz..... 2 10
Woven, cloths, doz..... 1 35

NAILS.
Standard steel wire nails,
Toronto, \$2.25 base; Montreal,
\$2.25 base; London, \$2.25 base.
Cut nails — Montreal, \$2.50;
Toronto, \$2.70; London, \$2.70.
Miscellaneous wire nails, 75 p.c.
Coopers' nails, 33-1-3 p.c.
Pressed spikes, ½ diameter,
per 100 lbs., \$3 base.

NAILS (HORSE SHOE). Per box.
Capewell.
No. 4, in 25-lb. box.....\$3 75
No. 5, in 25-lb. box..... 3 75
No. 6, in 25-lb. box..... 3 50
No. 7, in 25-lb. box..... 3 25
No. 8, in 25-lb. box..... 3 25
No. 9, 10, 11 and 12, in 25-
lb. box 3 00
Less 10 and 5 per cent. off.

NAILS (HORSE).
M.R.M. cold forged process
list, 10th January, 1912.
Prices per
Size. Length. 25-lb. box.
No. 3, 1½-inch\$4 10
No. 4, 1¾-inch 3 75
No. 5, 1 15-16 3 50
No. 6, 2½ 3 10
No. 7, 2 5-16 2 90
No. 8, 2½ 2 75
No. 9, 2 11-16 2 60
No. 10, 2½ 2 50
No. 11, 3 1-16 2 45
No. 12, 3¾ 2 45

NETTING, POULTRY.
2 in. mesh, 19 w.g., 50-10% off;
1½ in. mesh, 50-10% off.

**NET PRICES ON SMALL
SIZES POULTRY NETTING.**
½-in. x 22 ga. x 12-in., roll.\$3 00
½-in. x 22 ga. x 18-in., roll. 4 30
½-in. x 22 ga. x 24-in., roll. 5 65
½-in. x 22 ga. x 30-in., roll. 6 90
½-in. x 22 ga. x 36-in., roll. 8 20
1 in. x 20 ga. x 12-in., roll. 1 50
1 in. x 20 ga. x 18-in., roll. 2 10
1 in. x 20 ga. x 24-in., roll. 2 70
1 in. x 20 ga. x 30-in., roll. 3 25
1 in. x 20 ga. x 36-in., roll. 3 80
1 in. x 20 ga. x 48-in., roll. 5 10
Poultry netting staples, 60 p.c.

OAKUM. Per 100 lbs.
Best (American) 9 50
U.S. Navy (American)..... 9 00
New hemp (English)..... 7 00
U.S. Navy (English)..... 6 50
Navy (English) 6 00
Best Navy 5 00
Plumbers (spun) ... 3 65 4 00

OIL.
Can. prime white
petrol 0 14½
Royalite 0 17 0 15
Palatine 0 21½ 0 17½
Castor Oil, per lb. 0 08½ 0 08½
Black oil (Summer) 0 12½ 0 12
Black oil (Winter) 0 14½ 0 14
Cylinder Green ... 0 35 0 35
Paraffine 0 22 0 20
XXX Machine 0 25½ 0 21

OLD MATERIALS.
F.O.B. Toronto.
Tea lead, pack, 2½ to 3¼c lb.
Tea lead, chest, 2½ to 3¼c lb.
Lead (heavy pipe, etc.), 3 to 4c

Brass, heavy, 9 to 10c lb.
Brass, light, 6 to 7c lb.
Zinc, heavy, 2¼ to 4c lb.
Copper, heavy, 11 to 12c lb.
Rubbers, such as old rubber,
boots, and shoes, according to
trim, 5½c to 6c lb.; overshoes,
lumbermen's rubber boots, etc.,
5 to 6c lb.; auto tires, etc., 4 to
5c; bicycle tires, 2 to 3c.

PACKING (JUTE)
Per Coil Lots.
Fine, 30 ends to ¾ inch. 0 09¼
Heavy, 8 ends to 1 inch. 0 06½

PAPER, ETC.
O.K. Paper, No. 1, per roll 0 95
O.K. Paper, No. 2, per roll 0 70
Per 400 ft. roll
Plain Fibre, No. 1..... 0 50
Plain Fibre, No. 2..... 0 35
Tarred Fibre, No. 1..... 0 62
Tarred Fibre, No. 2..... 0 43
Tarred Fibre, Cyclone, 25
lbs., roll 0 62
Dry Cyclone, 15 lbs..... 0 50
Tarred Fibre, Good Luck
Brand, per roll 0 62
Dry Fibre, Good Luck
Brand, per roll 0 50
Per 100 lbs.

Oiled waterproof building
paper, 600 sq. ft. roll..... 1 05
400 sq. ft. roll 0 85
O.K. Brand corded sheathing 0 40
Sheathing (Surprise) 0 45
Blue R-S Sheathing 0 42
Dry fibre No. 1 0 50
Dry fibre No. 2 0 35
O.K. carpet felt 1 40
Per 100 lbs.

Heavy dry straw 1 80
Heavy tarred straw 1 80
Spruce sheathing 3 00
Carpet felt, 16 oz. 2 60
Carpet felt, 20 oz. 2 60
Resin sized Fibre, per roll. 0 43
Asbestos Bldg. 3 25
Heavy fibre, 32 ft x 60 ft.,
per 100 lbs. 2 00
Liquid Roofing Cement,
bbls., per gallon 0 17
Liquid fire cement, 58..... 0 19
Cerule coal tar, per bbl. 4 50
Refined coal tar, per bbl. 5 00
Starch Varnish, per bbl. 5 00
Caps, per lb. 0 05
Rails, per lb. 0 05
Map Carton, per lb. 0 17
Tarred felt, Dominion, 7 oz. 2 10

PICKS (CLAY).
5 to 6 lbs., doz. 4 15
7 lbs., doz. 4 40
7 to 8 lbs., doz. 4 75
8 lbs., doz. 5 00

PINS, COTTER.
Cotter pins, 90 p.c. discount.

PINS, CLOTHES. Per case.
Selected full count. \$0 80
5 gross, 4-in. (loose)..... 0 80
5 gross, 4½-in. (loose).... 0 90
5 gross, 5-in. (loose)..... 1 00
4 gross, 4-in. (12 pkgs. of
4 doz. each) 0 80
5 gross, 4 in. (24 pkgs. of
2 doz. each) 0 90
6 gross, 4 in. (12 pkgs. of
6 doz. each) 1 00

PIN (ESCUTCHEON).
Steel, discount, 50 per cent.
Brass, 50 per cent.

PIPE, STANDARD WROUGHT.
Buttweld.
Size Black Galvanized
¾ and ¾ inch \$2 16 \$3 06
1½ inch 3 64 3 57
2 inch 2 64 3 57
1 inch 4 51 6 21
1½ inches 6 10 8 40
2 inches 7 29 10 04
2½ inches 9 81 13 54
3 inches 15 80 21 65
3½ inches 20 66 28 31
4 inches 24 84 34 04
4½ inches 29 43 40 33

Lapweld.
2 inches 11 29 14 99
2½ inches 16 38 22 23
3 inches 21 42 29 07
3½ inches 25 76 34 96
4 inches 30 52 41 42
4½ inches 35 56 48 26
5 inches 41 44 56 24
6 inches 53 76 72 96
7 inches 79 97 105 90
8"x25 lbs. per ft. 83 75 111 30
8"x28 lbs. " 96 48 128 40
9 inches 115 60 153 50

10"x32 lbs. per ft. 107 20 142 40
10"x40 lbs. " 138 00 183 30
12 inches 174 90
These prices are for small
quantities only. Discounts in
proportion to size of order will
be allowed.

PIPE (LEAD).
Lead pipe, 7½c, 5% off.
Lead waste pipe, 9c; 5% off.
Traps and bends, 40% off.

PIPE (SOIL).
Medium and extra heavy pipe
up to 6-inch, 65% and 10 off.
7 and 8-in., 45% off.

PIPE (CONDUCTOR).
2 inch, in 10-ft. lengths... 3 45
3 inch, in 10-ft. lengths... 4 20
4 inch, in 10-ft. lengths... 5 53
5 inch, in 10-ft. lengths... 7 60
6 inch, in 10-ft. lengths... 9 25

PITCH.
Fine, per bbl. 4 50

PLANES.
Wood bench, Can., 15 per cent.
Wood, fancy, 30 to 35 per cent.
Prices, Pliers and Nippers.
Butt-on's, genuine, 37½ to 40
per cent.

PLATES (BOILER).
Montreal Toronto
Plates, 1¼ to ½ inch,
per 100 lbs. 2 40 2 50
Heads, per 100 lbs. 2 65 2 75
Tank plates, 3-16 inch 2 70 2 80

PLUGS (METAL).
Painted wall plugs, per
1,000 \$20 00
Galv. wall plugs, per 1,000 23 00

POLISH. Doz.
O-Cedar, 4 oz. bottles \$2 69
O-Cedar, 12-oz. bottles ... 4 00
O-Cedar, 1-qt. can 10 00
O-Cedar, ½-gal. cans 16 00
O-Cedar, 1-gal. cans 24 00
Liquid veneer, 4-oz. 4 00
Liquid veneer, 12-ozs. 8 40
Tandem metal polish paste. 6 60
Axolene brass cleaner, 100
in pkg. 6 50

RAZORS. Per doz.
Boker's King Cutter 7 50 20 00
Henckels 3 75
Gillette Safety, each 3 75
Star Safety Razor, 33½ per cent.
Edelweiss 9 00
Ever-Ready, doz. 6 00 to 18 00
Ern Razors 14 50
Ern Junior Razor 14 50

REELS, HOSE.
Plain wood, each 0 75
Plain wood, with drum, ea. 0 95
Metal 1 40

RIVETS AND BURRS.
Iron rivets, blacked and tinned,
75%.
Iron burrs, 75 per cent.
Copper rivets, usual proportion
of burrs, 35 and 12½; burrs, 30
and 12½ per cent.
Extras on Coppered Rivets, ¼-
lb. packages, 1c per lb.; ¾-lb.
pkgs., 2c lb.
Coppered Rivets, net extras.
2½c per lb.

ROOFING.
Tarred felt (7 oz.)\$2 10
Tarred felt (10 oz.) 2 10
Tarred felt (16 oz.) 2 16

Per roll
2 ply R.R. 0 75
3 ply R.R. 0 95
2 ply R.R., complete in roll 1 15
3 ply R.R., complete in roll 1 35
Samson 1-ply, roll 1 45
Samson, 2-ply, roll 1 90
Samson, 3-ply, roll 2 30
Amatite roofing, per sq. ... 2 70
Ready 2-ply, Shield, per roll 0 75
Ready, 3-ply, Shield, per roll 0 95
Tarred 210 roofing felt.
Tarred roofing felt, cwt. ... 2 10

ROPE. Lb.
Pure Manila basis 14
British Manila basis 11
African hemp basis 11
Sisal basis 9½
Double lath yarn basis..... 9½
Single lath yarn basis 8¾

Russian deep sea line basis 20
Russian tarred ratline basis 17
Russian tarred bolt rope
basis 18
Jute rope basis 12½
Italian rope basis 24
Basis (¾" dia. and larger).
Sisal Clothes Line.
3-ply, 30 ft. 0 45
3-ply, 40 ft. 0 60
3-ply, 48 ft. 0 72
3-ply, 60 ft. 0 90
3-ply, 72 ft. 1 08
3-ply, 100 ft. 1 50
6-ply, 40 ft. 0 95
6-ply, 48 ft. 1 15
6-ply, 60 ft. 1 45
6-ply, 72 ft. 1 75
6-ply, 100 ft. 2 40

RULES, BOXWOOD.
Rabone's. Per doz.
No. 1375—2 ft.(51) 1 80
No. 1101—2 ft.(52) 3 90
No. 1167—2 ft.(7) 3 60
No. 1106—2 ft.(53½) 4 10
No. 1375—3 ft.(66½) 2 50
No. 1112—3 ft., hf. bound 6 00
No. 1190—With level 8 85
No. 1493—Brass blacks'hs 1 70
No. 1494—Brass blacks'hs 2 20

SAWS.
Atkins Hand and Crescent, 25 p.c.
Dixton's Hand, net prices, new
list.
Simonds' Hand, 15 per cent.
Sharly & Dietrich, 35 per cent.
Spear & Jackson, 40 per cent.

SCALES.
Gurney Standard, 30 per cent.;
Champion, 50 per cent.
Burrow, Stewart & Milne —
Imperial Standard, 30 per cent.;
Champion E. B. Scales, 35 per
cent.

Fairbanks Standard, 30; Do-
minion, 50; Richelieu, 50.
Net Prices.
Champion, 4 lb., \$2.50 plus 30c
for stamping; 10 lb. \$3.75 plus
50c for stamping; 240 lb., \$5.50
plus 50c for stamping; 600 lb.,
platform, \$14 plus \$1 for stamp-
ing; 1,200 lb., platform, \$16.50
plus \$1 for stamping; 2,000 lbs.,
platform, \$22 plus \$1 for stamp-
ing; 2,000 lb. drop lever, \$26 plus
\$1 for stamping.

SAP SPOUTS. Per 1,000
Bronzed cast iron with
hooks 6 00
Bureka, tinned steel, hooks 8 00

SCOOPS (FURNACE).
D. Handle Doz. \$3 25
L. Handle 3 25

SCREWS (MACHINE).
Flat head, iron and brass, 35
per cent. Phillips head, iron,
30; brass, 25 per cent.

SCREWS. Per cent.
Wood, F. H., bright, 85, 10, 7½,
10, 5 per cent.
Wood, R.H., bright, 80, 10, 7½,
10, 5 per cent.
O.H., bright, 80, 10, 7½, 10 p.c.
5 per cent. off list.

Wood F.H., brass.. 75 10 7½ 10
Wood, R.H., brass.. 70 10 7½ 10
Wood, F.H., bronze, 70 10 5 10
Wood, R.H., bronze 65 10 5 10
Drive screws 65 10 5 10
Set case hardened 60 10
Square cap 50 and 05
Hexagon cap 45
Bench, wood, per doz.....\$5 00
Bench, iron, per doz. 4 25

SCYTHES.
Cast steel, doz.\$ 6 50
Clipper, doz. 7 50
Guaranteed, doz. 9 00
Brush, doz. 7 50

SCYTHE SNATHS.
No. 1, per doz.\$8 16
No. 2, per doz. 7 70
No. 3, per doz. 7 35
Brass, per doz. 8 40
No. 20, per doz. 8 75

STONES.
Western Red End (3 doz.
to box), per box 0 85
Diamond, per box 1 00
Quinebog, per box 1 50
English, round (25 to box),
per box 2 00
Emery, per doz. 0 85
Carborundum, per doz. ... 2 25

MURESCO means RE-DECORATING

MURESCO, the cheapest wall finish made.
MURESCO, any one can apply it.
MURESCO, satisfaction absolutely certain.
MURESCO, made by Benjamin Moore & Co.
MURESCO, enquire about it at 4 Lloyd St., West Toronto.

MURESCO means PROFIT

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

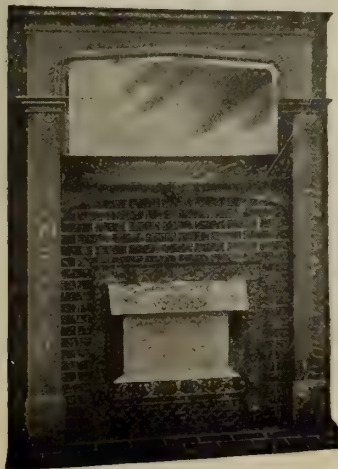
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TORONTO

PURE LINSEED OILS



If your Jobber does not handle them write direct to our nearest mill.



JUST SHOW OUR CATALOGUE It will make MONEY for you.

IT IS NO TROUBLE TO EFFECT OUR GOODS.
WE DO ALL THE DIFFICULT WORK FOR YOU.

Mantels; Electric, Coal, Gas Grates; Portable Baskets, Gas Logs,
Fenders and Fire Sets. Tiles and Tile Work in all its Branches.

WRITE TO-DAY FOR CATALOGUE AND PRICES.

THE BARTON-NETTING CO., LIMITED

9-11 Pitt Street E., WINDSOR, Ont.

OUR MOTTO "QUALITY"

HARDWARE AND METAL

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	2 50	2 55
12 gauge	2 55	2 60
14 gauge	2 35	2 35
16 gauge	2 40	2 40
18-20 gauge	2 45	2 50
22-24 gauge	2 50	2 55
26 gauge	2 60	2 65
28 gauge	2 70	2 75

SHEETS.

Corrugated, galv., 10% off.	
22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Galvanized).

B.W. Queen's Fleur-de-lis	Gorbals best best
16-20 .. 3 80	3 45
22-24 .. 3 85	3 55
26 .. 4 10	3 90
28 .. 4 35	4 10

Colborne Crown—16-20 gauge. \$3.60; 22-24 gauge, \$3.65; 26 gauge, \$3.90; 28 gauge, \$4.15.

Apollo Brand	Montreal	Toronto
14 gauge	2 95	
16 gauge	2 95	
18-20 gauge	3 10	
22-24 gauge	3 45	3 20
26 gauge	3 70	3 55
28 gauge	4 05	3 70
10 1/2 oz.	4 25	3 90

SHELLERS, CORN.

Black Hawk, doz.	18 00
Plymouth Rock, doz.	8 50

SHOVELS AND SPADES.

	1st	2nd	4th
Shovels	60	55 and 2 1/2	45%
Socket sc'ps. 50 and 5			45 and 5
Rivet scoops 50			
Drain tools 60 60			
Scoops	50 and 5		45 and 5
Hollow backs and sand. 60			45
Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.			
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.			

SIFTERS, ASH.

Wood Sifters, doz.	\$ 1 50
Rocker, No. 1, each	4 00
Rocker, No. 3, each	3 25

SINKS.

Cast iron, 16x24, \$1.10; 18x30, \$1.50; 20x36, \$2.25.
Flat rim enameled sinks, 16x24, \$3.50; 18x30, \$4; 18x36, \$5.15.

SLIDING SHOES.

Onward Sliding Shoes, 40%.

SNAPS.

Harness, 25%.

SOLDER.

	Montreal	Toronto
Tinker's bar	0 25	
Wire solder, lb. ..	0 28	0 25
Bar half-and-half. 0 26		0 20

SOLDERING IRONS.

Base, per lb., 28 cents.

SOLDER WIPING.

Acme	0 17
Commercial	0 18
Easy	0 18
Star Extra	0 20
Strictly standard wiping	0 22

SPELTER.

Foreign, per 100 lbs. 6 00 6 00

STAPLES.

Poultry netting, 100 lbs.....	6 70
Bed, 100 lbs., No. 14.....	6 75
Blind, per lb.	6 12
Bright Fence, 100-lb. kegs..	2 55
Bright Fence, 25-lb. boxes..	2 80
Galv'zed fence, 100lb. kegs.	2 90
Galv'zed fence, 25-lb. boxes	3 15
Cooper's staples, 45%.	
Bright spear point, 75%.	

SWEPEERS, CARPET.

Bissell's Univ. Japd., cyco bearing.	24 00
Univ. N.P., cyco bearing.	27 00
Grand Rapid, Japd., ball-bearing	26 00
Grand Rapid, N.P., ball-bearing	29 00
Princess N.P., ball-bearing	30 00
Elite, ball-bearing	34 00
Am. Queen N.P., ball-bear.	32 00
Parlor	35 00

SWINGS.

Baby, 2-passenger, each...	\$2 75
Ontario, 2-passenger, each.	3 75
Ontario, 4-passenger, each..	4 25
Stratford, 4-passenger, each	5 50

Boyers Gliding Settees with awning, each

Without awning, each 12 50

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; 1/4 weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, 82 1/2; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 9 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87 1/2; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES—Lufkins.

Ass skin, No. 713, 50 ft., doz. 2 55	
Ass skin, No. 714, 66 ft., doz. 3 40	
Linen, No. 404, 66 ft., ea. 1 10	
Metallic, No. 603, 50 ft., ea. 1 40	
Rival steel, No. 263, 50 ft., ea. 2 90	
Rival steel, No. 266, 100 ft. 4 90	
Reliable Jr., No. 103, 50 ft. 2 70	
Rabone's.	
Tape Lines, linen, No. 2601 x50, each	\$1 00
Metallic, No. 4011x50, ea. 1 35	
Metallic, No. 4011x60, ea. 1 55	
Steel, No. 2891x50, ea. 2 70	
Steel, No. 4161x50, ea. 3 00	
Steel, No. 4161x50, ea. 5 15	

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10%.

TIES (METAL).

Galv. wall ties, per 1,000. \$5 00
Painted wall ties, per 1,000. 5 00

TIES, COW.

McKinnon, 40% discount.

Greenings, 40% discount.

TIN.

Montreal Toronto
Tin, per lb. 34-36 32-34

TINNERS' TRIMMINGS.

Discount, 45%.

Plain, 70 and 5%.

Re-tinned, 72 and 5%.

TOOLS, HARVEST.

Samson, 47 1/2%; ord., 50%.

TRAPS (STEEL AND GAME).

Newhouse, 40%.
Hawley & Norton, 57 1/2%.
Victor, 70%.
Onelda Jump, 65%.

TRESTLES.

5 ft., each. \$1.50	14 ft., each. \$4.20
8 ft., each. 2.00	16 ft., each. 4.80
10 ft., each. 2.50	18 ft., each. 5.40
12 ft., each. 3.00	20 ft., each. 6.00

TROWELS.

Disston's, 100%.

TWINE (Binder).

650 ft., per lb.	0 13 1/2
600 ft., per lb.	0 11
550 ft., per lb.	0 09 3/4
500 ft., per lb.	0 09 1/4
5 ton lots, 1/4c per lb. allowance.	
10 ton lots, 1/4c lb. allowance.	
Delivered in 300-lb. lots and over.	
Wrapping cotton	5-lb.
4-ply	0 25
3-ply	0 22

TUBI

	Boiler Tubes.	Montreal	Toronto
100 ft., 1 1/2 in.	10 45	9 75	
100 ft., 2 in.	9 60	8 25	
100 ft., 2 1/4 in.	10 25		
100 ft., 2 1/2 in.	12 25	10 65	
100 ft., 3 in.	13 30	11 00	
100 ft., 3 1/2 in.	15 55	13 00	
100 ft., 4 in.	19 80	16 75	

Samson Galvanized.

No. 11, doz. net	12 00
No. 22, doz. net	14 40
No. 33, doz. net	16 80

Common Galvanized.

No. 1, doz.	6 83
No. 2, doz.	7 43
No. 3, doz.	8 48

WOODEN WASH TUBS.

	Per nest.
Nests of 3—0, 1 and 2	\$2 38
Nests of 3—1, 2 and 3	2 05
Nests of 4—0, 1, 2 and 3	2 35
No. 0, per doz.	11 00
No. 1, per doz.	9 00
No. 2, per doz.	8 00
No. 3, per doz.	7 00

V

VALVES, ETC.

Ground work, 55%.
Stand, compr. work, 60%.
High-grade compr. work, 50%.
Cushion work, 55%.
Fuller work, 65, 5%; No. 0, 70, 10%, and 1 and 2 basin cocks, 65, 5%.
Flatway stop and stop and waste cocks, 60, 10%; roundway, 60 and 5%.
J.M.T. Globe, Angle and Check Valves, 50%; Standard, 60%.
J.M.T. Radiator Valves, 55%; Standard, 60; patent quick opening valves, 70 and 10%.

W

WARE, COPPER AND NICKEL.

Copper boilers, kettles, 40 and 5%.
Copper tea and coffee pots, 40 and 5%.
Copper pitts, 30 and 5%.
Foundry goods, hollow ware, 40 and 5%.

WARE, ENAMELED.

White war, 72 1/2 per cent.
London and Princess, 50 p.c.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial and Colonial steel, 60 and 10 per cent.
Star decorated steel, 33 1/2 p.c.
Hollow ware, tinned steel, 40 per cent. off.
Enamelled street signs, 50 p.c.

WARE, TIN, PIECED.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails, 35 per cent.

Copper bottom tea kettles and boilers, 35 per cent.

Coal hods, 35 per cent.

Boiler and tea kettle pils, 30 and 5 per cent.

WARE, STAMPED.

Plain, 70 and 5.
Retinned, 70 and 5.
Tinnings' trimmings, 70 and 5.

WASHERS, IRON.

Full box, 45 per cent. smaller.
Full box, 45 p.c.; smaller lots, 30 p.c.; assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c. lb.
WEATHERSTRIP.
Narrow wood and felt. 1 1/4c ft.
Medium wood and felt. 1 1/4c ft.
Wide wood and felt. 2 1/4c ft.
All felt Frost King. \$4.40 doz.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2.00
Sectional, 1/2 lb., per 100 lbs. 2.25
Solid, 3 to 30 lbs., per 100. 1.60

WEIGHTS.

Smarts, Horse, 3 1/2c lb.

WHEELBARROWS.

Navy, steel wheel, doz.	21 00
Garden steel wheel, doz.	32 40
Light garden, per doz.	22 80
Heavy garden, L-side	33 00
Heavy farm. solid side	33 00

WHIFFLETREES.

Tubular steel, 28 ins.	0 70
Tubular steel, 34 ins.	1 00
Tubular stel, 36 ins.	1 25
Tubular steel neckyokes, 36 inches	1 25
Tubular steel doubletrees, 40 inches	0 95
Tubular steel lumbermans, 44 inches	0 95

WIPERS.

(See Paint Markets)

WIRE.

Brass wire, 50 and 5 per cent.
Copper wire, 50 and 2 1/2 per cent.
Annealed Cut Hay Baling Wire, No. 9, \$3.75; No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13 1/2, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE, CLOTHES LINE.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$5; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL.

Discount 25 per cent. List of extras. In 100-lb. lots; No 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extra net. Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 30-34, \$6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in 1/2-lb. hanks, 28c; in 1/4-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

No. 13, \$2.20; No. 14, \$2.40; No. 15, \$2.50 f.o.b. Montreal, Toronto, Hamilton and London.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, \$2.20 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra. No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, \$1.25, bright soft drawn 15c, charcoal (extra quality), \$1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in 1/2-lb. hanks, 75c; in 1/4-lb. hanks, \$1.

WIRE CLOTH.

Painted screen, in 100-ft. rolls. \$1.55 per 100 sq. ft.; in 50-ft. rolls, \$1.60 per 100 sq. ft.
Rustless screen, 7c. sq. ft.
Cut lengths, 8c sq. ft.

WIRE (FENCE).

	Per cwt.
Barb	2 35
No. 9, coil spring	2 25
No. 9, plain galvanized	2 10
No. 12, plain galvanized	2 30
No. 13, plain galvanized	2 40
O. & A., No. 10	2 36
O. & A., No. 11	2 42
O. & A., No. 12	2 50
F.O.B. Montreal, Toronto and London.	

WIRE ROPE.

Galvanized, 1st grade, 6 strands 24 wires, 3/8, \$5; 1 inch, \$16.80.
Black, 1st grade, 6 strands, 19 wires, 3/8, \$5; 1 inch, \$15.10. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES.

	Cwt.
Single Loop, No. 14	\$3 00
Single Loop, No. 15	3 15
Single Loop, No. 16	3 30



For Outdoors

Or In

You can fill every paint requirement with the right RAMSAY finish.

And every RAMSAY product is *right*. The right formulæ, the right materials, the right price and the right value. You'll find it a pleasure to do business with a house that has grown up with the country and has 72 years of Canadian paint experience behind it.

Write us.

A. RAMSAY & SON CO.,

MONTREAL

ESTABLISHED 1842

MAKE MONEY FROM GOOD PUMPS—PROFIT

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.

Pumps for every use—hand or motor—force or lift—every type a dealer can sell.



All in the big catalogue. Ask for it—
for dealer prices—for dealer terms.

The
R. McDougall Co., Limited
GALT, CANADA

This is the new Easy-Running Washer—

Maxwell

"Excel-all" Washer

HELPS the housewife to laugh at the labor of washday. Ball-bearings make the tub run smoothly. Top lifts up and gives heaps of room for work.

Note the improved wringer board—swings out of the way when not in use. The quickest, easiest, best-selling line you ever carried.

Write for
illustrated
Catalogue to



MAXWELLS LTD.

St. Marys, Ont.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, \$6.20 per 100
lbs. 5 lb. packages, \$6 per 100
lbs.

ALCOHOL.

5 gal. lots, per gal., \$1.

BEESEWAX.

Per lb., 40c.

BRONZING LIQUID.

Bronzing liquid, No. 1 ...\$1 75
Banana oil, gal. 4 00

BRUSHES.

Weighted, 15 lbs., doz. ...\$14 70
Weighted, 20 lbs., doz. ... 19 90

CATING.

Cement Coating\$2.55 3.00.

COLORS (DRY).

Raw Umber, 100 lb. kegs. 0 09
Burnt Umber, 100 lb. kegs. 0 09
Raw Sienna, 100 lb. kegs. 0 09
Burnt Sienna, 100 lb. k. 0 09
Imperial green, 100 lb. k. 0 12
Italian red, 100 lb. kegs. 0 05
Brunswick green, 100-lb. k 0 06
Indian red, 100 lb. kegs. 0 10
Indian red, No. 1, 100 lb. k 0 06
Vermilion, 100 lb. kegs. 0 20
Drop black pure dry 6 12
Golden ochre, 100 lb. kegs 0 01½
White ochre, barrels 0 04
Yellow ochre, barrels 0 01½
Siena, ochre, 100 lb. kegs 0 02
Canadian red oxide, bbls 0 02
Super magenta red 0 02½

COLORS IN OIL.

Venetian red 1-lb. tins.
pure 0 12
Chrome yellow, pure 0 23
Golden ochre, pure 0 14
French ochre, pure 0 12
Chrome green, pure 0 11
French permanent green,
pure 0 15
Signwriters' black, pure. 0 20
Marine black, 25-lb. irons 0 06

DRYERS.

Patent 25 lb. tins, Sc. lb.; pat
ent 1 lb. tins, 11c lb.

ENAMELS.

Per gallon in quart tins.
M. L. Floorglaze (Imperial
V. & C. Co. 1 80
Alba-Gloss enamel 4 00
Anchor Floorlustre 1 80
Lowe Bros' Linduro 4 20
FILLER Gal.
Luxeberry Enamel\$5 00
Screen Enamel B.B. 1 65

GLUE.

Per lb.
French medal 0 14
German common sheet... 0 10
German prima 0 17
White pigfoot 0 21
Perfection amber, ground,
No. 1230 0 13
Ground glues at same prices.
NL 0 13
NL 0 11½
CL 0 12
C 0 11

GLASS.**(TORONTO QUOTATIONS.)**

Size United Inches. Star.
Under 26\$4 25
26 to 40 4 65
41 to 50 5 10
51 to 60 5 35
61 to 70 5 75
71 to 80 6 25
81 to 85 7 00
86 to 90
91 to 95
96 to 100
Double Diamond.
Size United Inches.
Under 26\$6 25
26 to 40 6 75
41 to 50 7 50
51 to 60 8 50
61 to 70 9 75
71 to 80 11 00

\$1 to 8512 50
86 to 9015 00
91 to 9517 50
96 to 10020 50
101 to 10524 00
106 to 11029 00

Discount on 16 oz. glass
net; discount on double dia-
mond, 5%; cut sizes, 33 1-3%.

MONTREAL QUOTATIONS.**Country Base Price.**

United Inches.	Star.	Double Diamond.
25 in.	\$3 75	\$5 45
40 in.	4 00	6 05
50 in.	4 50	6 90
60 in.	4 75	7 45
70 in.	5 05	8 20
80 in.	5 65	8 75
85 in.	6 15	9 60
90 in.		11 40
95 in.		12 50
100 in.		16 40
105 in.		16 40
110 in.		21 00

Montreal City prices 25c per
case advance on Star and 40c per
case on Double Diamond.

GLASS, PLATE.

Country discount, 35 and 50%
off list, delivered.
City discount, 45 and 50% off.

LEAD.**(White Ground in Oil.)**

	Montreal	Toronto
Elephant, Genuine ...	\$9 15	\$8 65
"Anchor," pure 8 65	8 65	8 80
Brandram's B.B. Gen- uine 9 65	9 65	9 80
C.P. Co. decorat's pu. 8 65	8 65	8 80
Crown and Anchor, pure 8 65	8 65	8 80
Decorat's Pure (Wpg) 8 60		
Moore's Erie White Lead 8 80		
Painter's Perfect 8 10		
Lowe Bros' White, H.S. 8 80		
Ramsay's Pure Lead 8 65	8 65	8 80
Ramsay's Exterior ... 8 15	8 15	8 20
Tiger Pure 8 65	8 65	8 80
"James Genuine" 8 80		
Stephens' H. P. P. (Win- nipeg) 8 70		

Less than ton lots, 20c per ton
higher.

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt. ... 8 00	6 58
Genuine, 100-pound kegs, per cwt. ... 8 25	6 75
No. 1 casks, per 100 lbs. 7 75	6 25
Less quantity 8 50	

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots..	\$17 50
2 lb. pkgs., per 100 lbs...	15 00
5 lb. pkgs., per 100 lbs...	12 00
25 lb. pkgs., per 100 lbs...	11 00
100 lb. pkgs., per 100 lbs...	9 75
200 lb. kegs, per 100 lbs...	9 00
300 lb. pkgs., per 100 lbs...	9 50
600 lb. casks, per 100 lbs...	9 00

MURESCO.

Tirts in 5 lb. packages, per 100
lbs., \$5.40.

GILS (LINSEED RAW).

Montreal Toronto
Single bbls...See weekly report
3 to 5 bbls...See weekly report
6 to 9 bbls...See weekly report

LINSEED, BOILED.

Single bbls...See weekly report
3 to 5 bbls...See weekly report
6 to 9 bbls...See weekly report

PAINTS (PREPARED).

	Per gallon in qt. tins.
Sherwin-Williams paints, base 2 00	
Canada Paint Co's pure.. 2 00	
Elephant and Prism 1 80	
Benj. Moore Co's "Egyptian" Brand 1 45	
Moore's house colors, per gallon 1 75	
Brandram-Henderson's "English" 2 60	
Fresco-Tone, in quarts... 1 80	
Ramsay's paints, pure ... 1 80	
Ramsay's paints, Thistle.. 1 60	
Martin-Senour, 100 p.c. pure 2 00	
Senour's floor paints 1 60	
Maple Leaf Paint (Imp. V. & C. Co.) 1 80	
Jamieson's Crown and An- chor brand 1 60	
Lowe Bros' High Standard Stephens' House Paint (Winnipeg) 2 00	
Stephens' Floor Paint (Winnipeg) 2 00	
Silkstone Wall Color 2 10	

PARIS, PLASTER.

Per bbl 2 25

PARIS WHITE.

In bbls. 0 30

PIGMENTS.

Orange Mineral, casks... 0 08½
Orange Mineral, 100-lb.
kegs 0 08½

PRIMER.

Luxeberry Primer\$2 25

PASTE WOOD FILLER B.B.

1 lb. cans .....\$0.18
2 lb. cans 0.18
5 lb. cans 0.17
10 lb. cans 0.16
25 lb. cans 0.12
100 lb. kegs 0.11
14 barrels 0.10½
Barrels 0.10

PURTY.

	Standard	Montreal Toronto
Bulk, in casks 2 30	2 55	
Bulk, 100-lb. drums. 2 50	2 75	
Bulk, 25-lb. drums. 2 60	2 85	
Bladders, in bbls. ... 2 80	3 05	
Pure Putty, 75c hd. advance.		

SHELLAC.

Gum, 32c lb.; finest orange,
42c lb.

TAR (PINE TAR).

Half pint tins, per doz.... 0 60
Pint tins, per doz. 1 10

PAINT AND VARNISH**REMOVER.**

Toxite, 1 gal. cans 2 10
Cumoff 2 10

TURPENTINE.

Montreal Toronto
5 gal.See weekly report
Pure, single bbls....

SLATING.

See weekly report Gal.
2 to 4 bbls. 0 60 0 64
Liquid Slating, B.B.\$3.00

STAINS.

Gal.
Oil, & Spirit, Berry Bros.\$2.50
Water Stains, Berry Bros. 1 25
Berrycraft stain finish 3.00
Shingle tint, 5 gal. cans .. 1.15

VARNISHES.

	Per gal. cans
Liquid Granite .....\$3 00	
Elastic Interior 3 00	
Elastic Outside 6 00	
Luxeberry, light 3 00	
Luxeberry, white 5 00	
Luxeberry, spar 4 50	

Luxeberry, exterior 5 00
Dugloss finish 3 00
Carriage, No. 1 1 50
Excello 2 00
Mar-Not 2 70
Elastic Oak 1 50
Light oil finish 1 35
Gold sized japan 2 00
Baking black japan 1 35
No. 1 black japan 0 95
Crystal Damar 2 50
No. 1 Damar 2 25
Oilcloth 1 50
House painters' white jap. 1 95
Elastite varnish 2 25
Copalline varnish 2 25
Granite floor finish 2 25
Jamieson's floor enamel ... 1 75
Sherwin-Williams' KOPAL varnish 2 50
Canada Paint Co's SUN varnish 2 25
"Plint-Lac" coach 1 30
B. H. Ltd., "Gold Medal," cases 1 80
Dependon Lt. H. Oil Finish 1 55
Everlastic Floor 2 70
Elastic exterior finish ... 4 25
Platine floor finish 3 70
Stovepipe varnish, ½ pts. gross 9 00
Pure white shellac varnish 2 00
Pure orange shellac var- nish 1 90
No. 1 orange shellac var- nish 1 75

WATER PAINTS.

Opalite, 300 lb. bbls. 0 07
Opalite, 100 lb. kegs 0 07½
1 gal. package, per pkg. 0 45
½ gal. package, per pkg 0 25

WASTE (POLISHING).

Cream 0 13
White 0 12

WASTE (WHITE).

XXX extra 0 11
X Grand 0 10½
XLCR 0 09½
X Empire 0 08¾
X Press 0 07¾

WASTE (COLORED).

Fancy 0 07¾
Lion 0 07
Standard 0 06¼
Popular 0 05¾
Keen 0 05

WASTE (PACKING).

Arrow 0 15
Anchor 0 06
Anvil 0 07½
Axle 0 09

WASHED WIPERS.

Select white 0 06
Light colored 0 06½
Dark colored 0 05

WAX.

Per lb.

Johnson's Floor, natural.. 0 38
Johnson's Floor, black... 0 38
Old English Floor Wax... 0 38
Cooke & Boulton's Floor Wax 0 30
Ronuk Floor Wax, lb.... 0 38
Berry Bros. 0 45

WHITING.

Plain, in bbls. 1 00
Gilders, bolted, in bbls... 1 20

ZINC (DRY).

Extra Red Seal, V.M.....

ZINC IN OIL.

Pure, in 25-lb. irons 0 10
No. 1, in 25-lb. irons..... 0 07
No. 2, in 25-lb. irons..... 0 05¾
Pure in Damar Varnish. 0 15½



IMPORTERS AND DEALERS IN

Plate, Sheet, and all Kinds of Glass

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Manufacturers of Mirrors and Art Glass. Show Cases and Fixtures

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Excelsior Plate Glass Company, Limited

189-91 Queen St. E., TORONTO



THE WHITE MOP WRINGER

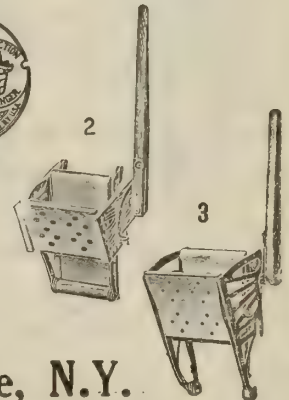
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Janitors and Housekeepers praise these wringers, because they wring easily and neatly, are durable, practical and useful.

Ask your jobber for them or write to us.

White Mop Wringer Co., Fultonville, N.Y.



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ESTABLISHED 1863

Twelve Medals of
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INCORPORATED 1895

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Prize

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Atlanta, 1895

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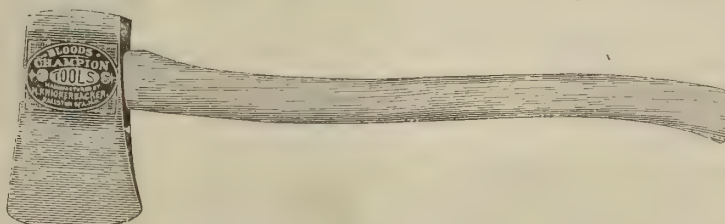
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Our Assortment of Axes and All Lumbermen's Tools is Very Complete

Why not send
us
a trial order?



Satisfaction
Guaranteed.

Thomas Birkett & Son Co., Limited, Ottawa, Ont.

Winnipeg Hardware Quotations

ANVILS.

Peter Wright, 80 lbs. and up, 11½¢ per lb.; clip horn, 12½¢.

AUGER BITS.

"Irwin" bits, 45 per cent.; common, 70 and 10 per cent.

AXES.

H. B., 1 lb., \$6.25 per doz.; 1½ lb., \$6.65; 2 lb., \$6.90; 2½ lb., \$7.50; 3 lb., \$7.75; 3½ lb., \$8.00; 4 lb., \$8.25; H. B. Handled Axes, 2 lb., \$8; 2½ lb., \$9.50; 3 lb., 3½ lb. and 4 lb., \$10; Black Prince Axes, unhandled, \$8.00; Black Prince axes, handled, \$10.25; Bench axes, 35%; Broad axes, 5 to 7½ lb., \$28 per doz.; 7½ to 9 lb., \$30.50.

BARS, CROW.

\$4 per 100 lbs.

BAR IRON.

Bar iron, \$2.50; Swedish iron, \$4.25; sleigh shoe steel, \$2.85; spring steel, \$3.40; machinery steel, \$3.75; tool steel, Black Diamond, 100 lbs., \$2.50.

RELTING.

Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting, 66 2-3¢ off the list.
No. 1, 66 2-3¢ off list.
Standard, 60 and 10% off list.
The "double" list is just twice the price of "single."

BELT LACING.

In sides, tanned, \$1 per lb.; cut, \$1.10 per lb.; rawhide, sides, 95¢; cut, \$1.05.

BLOCKS.

Steel, 50 per cent.; wood, 60 p. Steel, 50%; wood, 60%.
Wood, tackle, common, 60%.

BOLTS.

Carriage, ½ and smaller, 60%; 7-16 and larger, 50%; machine, ¾ and under, 60%; 7-16 and over, 50%; machine set screws, 65%; plough bolts, 45%; nuts, small lots, 2¢ off; case lots, \$2.75 off; stove bolts, 77½%; sleigh shoe bolts to ¾, 50%; 7-16 and up, 40%.

BUILDING PAPER.

No. 1 tarred, 57½¢ to 88¢ per roll, according to quality; plain 45¢ to 72¢; tarred, felt, 8 and 10 oz., \$2.60; 16 oz., \$2.85 per 100 lbs.

BUTTS.

Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.

Coil, 3-16 in., \$10.00; ¼, \$7.25; 5-16 \$5.85; ¾, \$5.00; 7-16, \$4.75; 1½, \$4.50; 9-16, \$4.50; 58, \$4.40; 3½, \$4.25. Logging, 5-16, 6¼¢; ¾, 5¼¢; Tie out, 70 and 10 per cent.

CURNS.

Barrel, No. 0, \$5.13; No. 1, \$5.13; No. 2, \$5.70; No. 3, \$6.27; No. 4, \$4.71 each.

CLEAVISES, MALL.

7½¢ per lb.

COPIER.

Sheet and planished copier, 34¢ per lb. Tinned, 27¢. Braziers' soft sopper, 10-24 fl., 26¢; 27½¢.

DRILLS.

Bit Stock, 60 per cent.; Blacksmith, ½ in., round shank, 55 p.c.

ENAMELWARE.

Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60%.

FERRULES AND RINGS.

30 per cent. off.

FILES.

American, 70 and 12½%. Nicholson's, 65%.

FIXTURES.

Stall hollow bar, No. 3, \$1.

GALVANIZED WARE.

37½ per cent.

GASOLINE.

Painters' naphtha, bbls., 21¢ per gal.; \$3.45 per case.

GLASS, WINDOW.

	Single	Double
Up to 25 in.	4 50	6 25
26 to 40	4 85	6 45
41 to 50	5 40	7 75
51 to 60	5 90	8 50
61 to 70	6 40	9 25
71 to 80	7 00	10 25

GLASS (Plate).

35% off f.o.b. Regina, Winnipeg, Calgary, and Edmonton.

GRINDSTONES.

Per 100 lbs., \$1.75.

Mounted on steel frames, \$4.50.

HINGES.

Light T and strap, 60%.
Corrugated strap, in bulk, 4, 5, 6, 8, 10 and 12, 80¢, \$1.08, \$1.40, \$2.25, \$3.40, and \$5.20.
Corrugated strap, 4, 5, 6, 8, 10, and 12, 80¢, \$1.08, \$1.40, \$2.25, \$3.40 and \$5.20.

HORSESHOES.

Iron, No. 0 to 1, \$4.90; No. 2 and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel, No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$6.50.

JACKSCREWS.

60 per cent. off list.

KNOBS.

Door, 307, \$1.20.

IRON BAND.

1½ in., \$2.85; 1¼, \$2.85; 1 in., \$2.95.

IRON, GALVANIZED.

	Apollo and "Fleur de Lis" Head."
10½ oz. or 28 Eng. 5 00	5 35
28 Am. or 26 Eng. 4 75	5 10
26 Am. or 26 spec' 4 50	4 85
24 Am. and Eng. 4 35	4 70
22 Am. and Eng. 4 35	4 70
18 & 20 Am. & Eng. 4 25	4 55
16 Am. and Eng. 4 10	4 40

IRONS, SAD.

Common Sad Irons, 8 lbs. and 6¢ per lb.; 4 lbs., 7½¢ per lb.
Mrs. Pott's No. 55, set..... 0 95
Mrs. Pott's No. 50, set..... 1 00
Asbestos Sad Irons.
No. 100, set 1 80
No. 70, set 1 65
Mrs. Pott's common sad iron handles, 85¢ a dozen. Mrs. Pott's improved, \$1.05 a dozen.

LANTERNS.

No. 2, plain	7 25
No. 20, X-ray	11 00
No. 22, Dash-board	9 75
Trulite short globe, doz.	7 25

LEAD PIPE.

\$7.50 coil; less coil, \$8 cwt.

LEAD WASTE.

\$8 to \$8.50 per cwt.

LINSEED OIL.

Raw, per gal., 66¢; boiled, per gal., 69¢.

These prices are for barrels. Loss amounts 5¢ per gal. extra, with additional charges for cans, etc.

LOCKS.

Peterboro and fittings, 45%.

MATTOCKS.

Pick, \$5.75; cutter, \$5.75.

NAILS.

Wire, f.o.b. Fort William, \$2.40 base; Winnipeg, \$2.80 base. Cut, f.o.b. Winnipeg, \$3.35.

NAILS, HORSE.

Capewell, 10 and 5 off list.

NETTING.

Poultry, 50%.

NUTS.

Square and hex., small lots, f.o.b. \$2 off; case, \$2.75 off.

OIL CANS.

	Tin	Gal.
1½ gal., dome top....	\$2 10	\$3 04
1 gal., dome top....	2 55	3 42
2 gal., dome top....	3 97	4 55
3 gal., dome top....	5 10	7 35
5 gal., dome top....	6 34	8 25

OILS.

Silver Star oil, 18½¢ gal.; Royalite oil, 16¢ gal.; Palacine oil, 18½¢ gal.; Capital Cylinder, 56¢ gal.; Standard gas engine oil, 41¢; Polarine oil, 60¢ gal.; Prairie Harvester oil, 30½¢ gal.

DRY COLORS.

Yellow ochre, in bbl. lots, 2½¢; less than barrel lots, 3¢; golden ochre, barrels, 3½¢; less than barrels, 4½¢; Venetian red, barrel, \$2; less than barrels, \$3; American vermilion, 12¢; English vermilion, \$1 per lb.; Canadian metallic oxides, barrel lots, 3½¢; English purple oxide, in casks, 3½¢; less quantities, 4¢ per lb. Red lead, kegs, \$8.50. 9¢ lb. for less.

PAINTS.

1 lb. pkgs., 21½¢. small lots and cases.

PICKS.

Clay, 6-7, \$4.50 per dozen.

PIPE, IRON.

¼ inch, \$3.50; ¾ inch, \$3.60; 1 inch, \$4.20; 1½ inch, \$5; 2 inch, \$7.35; 2½ inch, \$9.90; 3 inch, \$12; 4 inch, \$16; 5 inch, \$25.60; 6 inch, \$33.45.

IRON PIPE.

Black, ¼ inch, \$2.50; ¾ inch, \$2.60; 1 inch, \$3.20; 1½ inch, \$3.75; 2 inch, \$5.50; 2½ inch, \$7.45; 3 inch, \$8.90; 4 inch, \$12; 5 inch, \$19.25; 6 inch, \$25.15; 7 inch, \$30.25; 8 inch, \$35.50; 9 inch, \$42.35; 10 inch, \$49.75; 12 inch, \$64.40.

PLASTER.

Paris, per bbl., \$3.25.

PLATES, CANADA.

Half polish, 6-7 inch, \$3.50; 8 inch, \$3.75; full polish, 6-7 inch, \$4.50; 8 inch, \$4.75. Black sheets—28 gauge, \$3.60; 26, \$3.45; 24, \$3.35; 22, \$3.35; 18-20, \$3.35; 14-16, \$3.10; 10-12, \$3.15.

PLOW SHARES10¢ per lb.**POINTS.**

Landslide plow, 1¼ x 14 in., \$1.75 per dozen.

PUTTY.

Casks, \$2.50 per 100 lbs., gross weight; bladders, in barrels, \$3.15; bladders, 100 lb. cases, \$3.40.

RASPS.

Helers' 70 and 5 per cent.; Helers' horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.

Iron rivets, 55 per cent.; copper, No. 8, 32¢; 10, 35¢; 12, 37¢; copper burrs, No. 8, 44¢; 10, 47¢; 12, 51¢; copper rivets and burrs, No. 8, 36¢; 10, 38¢; coppered, No. 8, 17¢; 10, 18¢.

ROPE.

Sisal, 10½¢ base; pure Manila, 14½¢ base; British Manila, 13¢ base; lath yarn, 9½¢ base.

SAWS, BUCK.

Happy Medium and Watch Spring, \$4.25; Lance Tooth or Lightning blades, \$6.50; New Century, \$6.50; Maple Leaf, \$5.25; Prince Rupert, \$8.00.

SCALES.

Standard scale, 25 per cent. off; Union scale, 45 per cent. off.

SCREWS.

Bright iron round head 10 and 5 per cent.; flat head, 85 10, 10 and 5 per cent.; round head, brass, 70, 10 and 5 per cent.; flat head, brass, 75, 10, 5 per cent.; coach, 60 per cent.

SCYTHES.

Brush, \$8.25.
Grass, \$6.50 to \$8.

SHOT.

Soft, \$9.25 per 100 lbs.; chilled, \$9.65; buckshot, \$10.05; ball, \$10.45.

SHEET ZINC.

Cask lots, 10½¢; small lots, 10¼¢.

SHOVELS AND SPADES.

Jones polished, \$8.10 per doz.; Fox & Olds, \$7.10 per doz.; Scoops, D-handled, "Black Cat," No. 3, \$7.70; No. 4, \$8.20; No. 5, \$8.50; No. 6, \$8.75; No. 8, \$9.25; No. 10, \$9.80.

SNATHS, SCYTHE.

Grass, No. 2, \$2.75; brush, No. 1, \$8.25.

SOLDER.

per pound, 25 to 26 cents.

SPIKES.

Pressed, ¼ in., \$4.50; 5-16, \$4.15; ¾, \$3.90; 7-16, \$3.80; ½, \$3.75; 5/8, \$3.75.

STAPLES.

Bright wire per cwt., \$2.50 at Fort William, \$2.90 Winnipeg; galvanized staples, \$3.15 Winnipeg.

STEEL.

Sleighshoe, \$2.85 base per cwt.; plow, common, \$4.50; crucible plow, \$5.50; angle, \$3.25; harrow, \$3.25 base; cast, octagon tool steel, 8½¢ base; square tool steel, 9¼¢ base; spring, \$3.40; machine, \$3.75 base; tire, \$3.00.

STEEL SQUARES.

40 per cent. off new list.

STOVE PIPE.

Rivet, Paten'd 6 in., per 100 ft.... 9 00 9 05

7 in., per 100 ft.... 9 50 9 75

STOVE PIPE ELBOWS.

6 inch, per doz. 1 42

7 inch, per doz. 1 59

8 inch, per doz. 2 37

TACKS.

Carpet, 75-10 per cent. off list.

TIES.

Cow, 35 per cent.

TIN AND TIN PLATE.

Block tin, 45¢ per lb.

Per Box

20 x 28 I.C. 10 00

20 x 28 I.X. 12 00

20 x 28 I.X.X. 14 00

Terne Plates 10 00

TOOLS, HARVEST.

Ordinary, 50 per cent.

TURPENTINE.

Per gal., barrel lots, 80¢.

VARNISHES.

Per gal. cans

Carriage No. 1 1 75

Elastic Oak 1 90

Furniture No. 1 1 00

Gold size Japan 2 25

Turps, brown Japan 1 00

Crystal Damar 2 50

Oilcloth 2 25

Granitine floor finish 2 25

Pure white shellac varnish 2 20

Pure orange shellac varnish 2 00

Luminette 2 00

Best wearing body 5 00

Best gear varnish 4 00

Extra light hard oil 1 90

WASHERS.

Iron, small lots, 30 per cent.;

full boxes, iron, 35 per cent.

WHIFFLETREE CLIPS AND RINGS, NECK YOKE CENTRES.

42½ per cent. off the list.

WHITE LEAD.

Decorators' pure white lead, 40 per cwt.

WIRE, BARB.

Per Spool of 80 Rods f.o.b. Lyman 4-point, Fort William, \$1.90; Winnipeg, \$2.25; Glidden 2-point, Fort William, \$1.77; Winnipeg, \$2.10; Baker 2-point, Fort William, \$1.75; Winnipeg, \$2.07; Waukegan, Fort William, \$1.75; Winnipeg, \$2.07; Alberta 2-point, Fort William, \$1.70; Winnipeg, \$1.98; American special 2-point, Fort William, \$1.40; Winnipeg, \$1.65; plain twist, per 100 lbs., Fort William, \$2.75; Winnipeg, \$3.15; coil spring, No. 9, per 100 lbs., Fort William, \$2.15; Winnipeg, \$2.25; No. 12, Fort William, \$2.25; Winnipeg, \$2.65; plain galvanized wire, No. 9, Fort William, \$2.10; Winnipeg, \$2.50; No. 12, Fort William, \$2.20; Winnipeg, \$2.60.

WIRE CLOTH.

Patented screen, in 100 ft. rolls, \$1.60 per hundred sq. feet; in 50 ft. rolls, \$1.70 per 100 sq. feet.

WIRE, PLAIN.

\$2.90 base.
Bale ties, 14 gauge, single loop, \$3.65 Winnipeg, \$3.25 Fort Wi.

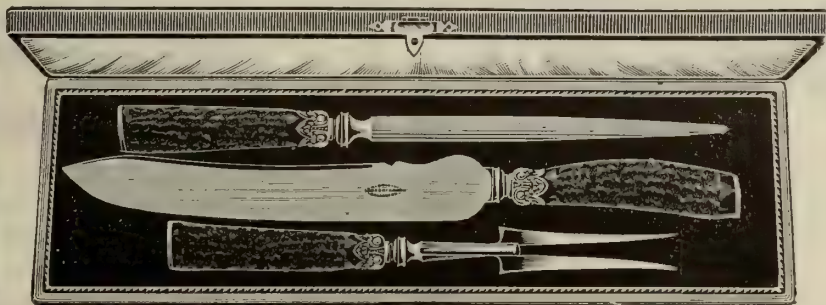
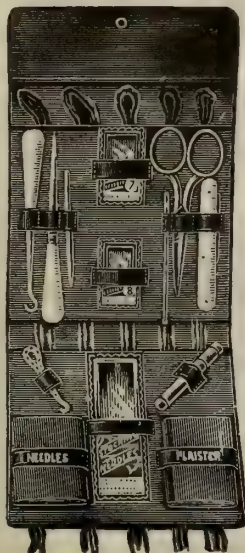
WIRE (STOVEPIPE).

18 and 19 gauge, 5½¢ per lb.

For Christmas This Year

WHY NOT USEFUL PRESENTS?

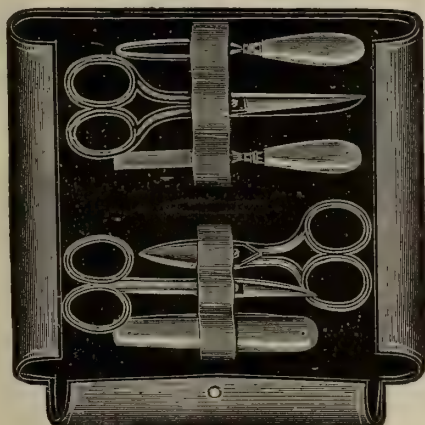
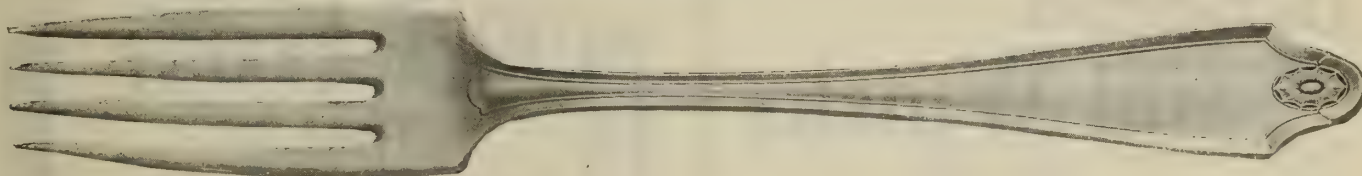
A USEFUL PRESENT, if only a pocket-knife, is more appreciated than a useless one. The hardware merchant may profit by this in carrying these saleable lines. Order from our lists.



Ladies' Companions
Work Boxes
Manicure Sets
Scissors in Cases
Gillette Safety Razors
Auto Strop Safety Razors

Carvers in Cases
Fish Carvers
Pearl Dessert Sets
Pearl Fish Sets
Cut Glass
Assortments
Silverware
Assortments

Electric Irons
Electric Grills
Electric Toasters
Gasoline Irons
Alarm Clocks
Ingersoll Watches



Community Silver Plate
Rogers 1847 Silver Plate
Reliance Silver Plate
Flatware Cases
Fruit Knives
Fountain Pens



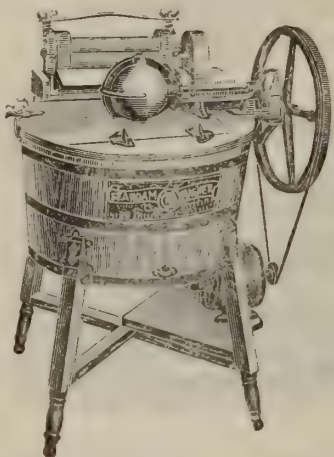
Buy your
USEFUL PRESENTS from

MILLER-MORSE HARDWARE CO. LIMITED
"THE BIG WINNIPEG HOUSE"

Washing and Wringing Clothes by **ELECTRICITY** with a **Seafoam Electric Machine**

appeals instantly to every woman and a demonstration is all that is needed to clinch a sale.

IT does ALL the work of washing and wringing. Does it Quickly and Perfectly with no other labor than filling and emptying the machine. The Wringer is permanently fixed to tub and runs in either direction. The SEA-FOAM is operated from an ordinary electric light socket. Washes and wrings at the same time or separately.



Write us for particulars.

Cummer-Dowswell Limited
Hamilton, Ontario

Brooms and Whisks

You want a first-class line of Brooms for **Spring Trade** and the **Key-stone Brand** is what you should have to give your stock the proper tone. You will find it difficult to secure three lines which will measure up to the "Jubilee," "Klondike" and "Nugget."

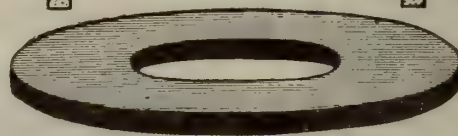
We specialize in whisks, and with over sixty lines to choose from we should be able to satisfy the most fastidious tastes.

Stevens-Hepner Company
LIMITED
PORT ELGIN ONTARIO

Wrought and Steel Plate **WASHERS** OF ALL DESCRIPTIONS

ROUND
AND
SQUARE

PLAIN
OR
GALVAN-
IZED



Annealed Rivet Burrs; Felloe
Plates. Sheared and Punched
Plates.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.



High Quality TOOLS

that you'll find
very profitable

A complete assortment of
Beveled Edge Shank and
Socket Chisels, Pattern
Makers' Chisels and
Gouges, and Handled
Turning Tools.

Write for catalog and full
particulars.

Buck Brothers
Milbury, Mass., U.S.A.



**SATISFIED CUSTOMERS
QUICK TURNOVER**

are the results in selling

**STILL'S
AXE and PICK
HANDLES**

Made of the Choicest Hickory and
Nicely Finished

WRITE FOR PRICES

**J. H. Still Mfg. Co.,
LIMITED
ST. THOMAS, ONTARIO**

**FLY SCREEN
WIRE CLOTH**
IN BLACK,
BRONZE & GALVANIZED.

**SAFETY
FIRST**

The Season for Fireplace Fix-
tures and Spark Guards is now
on. Have you a supply of
stock sizes?

Inquiries Solicited.

Canada Wire & Iron
Goods Co.
Hamilton, Ont.

See That
**THIS MARK
OF HIGH QUALITY**
Is On Every
Roll



"Made in Canada"

Brooms of Quality

to introduce our

CANADA LINE

Please note the following **SPECIAL PRICES**—
Sample order solicited:

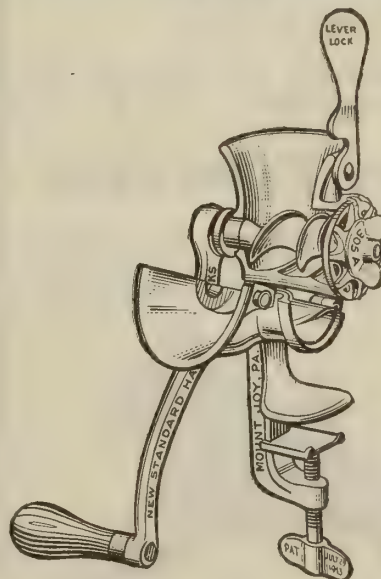
Fine Polished Colored Handles

No. 1 Canada, 5 String - - \$4.50
No. 2 Canada, 4 String - - \$4.00
No. 3 Canada, 4 String - - \$3.75

6 Dozen lots and up delivered—Ontario

**WALTER WOODS & CO.
Hamilton**

THE "NEW STANDARD"



Sets a "New Standard"
in

**FOOD CHOPPER
EXCELLENCE**

SANITAIRE

By means of a Lever
Lock it opens wide like
a book and is instantly
cleaned.

Exclusive
"New Standard"
Features

Self-Cleaning
Shear-Cutting
Self-Sharpening
Chops Without
Mashing
Lasting Tin Finish
Positive Table Clamp
Easy to Operate
Easily Cleaned

Three Knives and Pulverizer with each Chopper

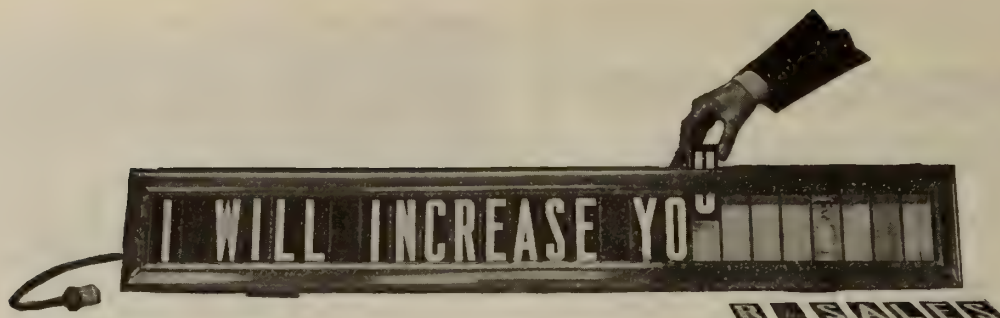
IT SELLS ON SIGHT

Price no higher than others.

A size for every purpose.

Write your jobber; if he cannot supply you, write us.

**NEW STANDARD HARDWARE WORKS, INC.
MOUNT JOY, PA., U.S.A.**



Northern Electric Advertogram

If you want to increase the selling value of your show window and put added profits in your cash register—install a NORTHERN ELECTRIC ADVERTOGRAM.

It enables you to put a fresh message in your show window every day and displays it more effectively than any other known medium. At night it flashes its glaring message to the passersby on both sides of the street.

The ADVERTOGRAM is an electrical device that attracts the passing crowds and gives them a reason for coming into your store. It is equipped with a flasher—can be attached to any socket—no expense for wiring—and costs less than one-half a cent per hour to operate.

The ADVERTOGRAM is all metal, fifty inches long, seven inches high and five inches deep. The frame is elaborately finished in black gun metal.

Northern Electric Company LIMITED

Montreal Halifax Toronto Winnipeg Regina Calgary Edmonton Vancouver Victoria

You can wheel the biggest stove around in a jiffy

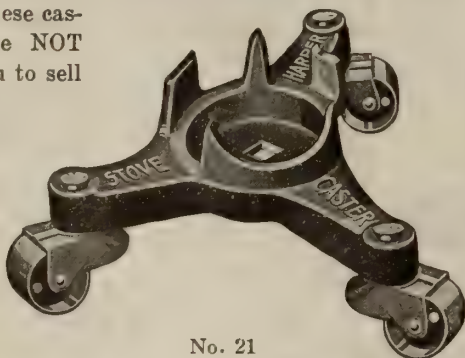
to where the customer can best see it
if you use

Harper Handy Castertrucks

You no doubt have handicapped your stove sales at times, by not being able to allow your customers to look at all sides of a stove on account of its weight.

Remember these castertrucks are NOT made for you to sell—they are for you to use, and to increase stove sales.

They will last you indefinitely.



No. 21

Chicago Hardware Foundry Co.
NORTH CHICAGO, ILL.

Gas Companies and the Public demand a Strong, Durable Gas Mantle with a high candle power, and at popular prices. The Trade can now absolutely rely upon being able to supply such a mantle in the Laddite.

Awarded
Gold Medal
Franco-
British
Exhibition
1908.

Mantles
made and
supplied for
oil, gasoline
air gas,
acetylene,
and light-
houses.

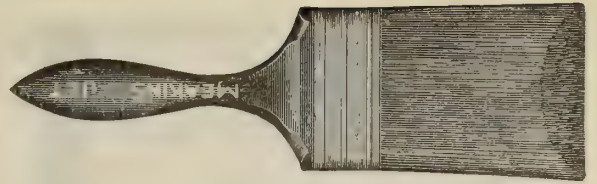
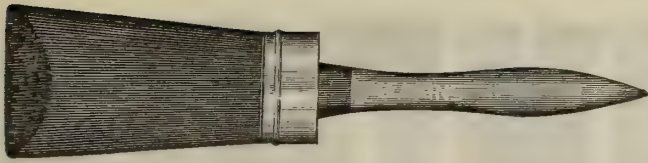


Full
particulars
of the
merits of
the Laddite,
together
with terms
for
wholesale
and retail
trade,
furnished on
application.

Millions of Laddite Mantles now in use
throughout Great Britain and abroad.

Manufacturers under the "Laddite Process."

The Hamilton Gas Mantle Co.
LIMITED
18-24 Ferguson Ave. N., Hamilton, Ont.



Meakins

The "distinctive quality line" of
BRUSHES

mean satisfaction at every stroke because they have just the right amount of flexibility to make them easily manipulated, and there are no falling bristles to cause agitation.

Give them a trial—they're very profitable too.

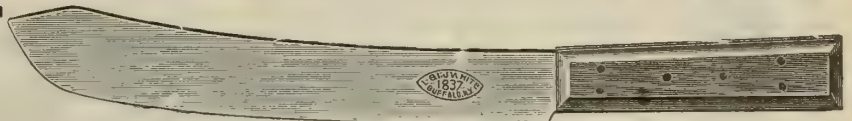
Ask us for catalog—then order from your jobber. If he cannot supply you, we will do so quickly.

Meakins & Sons, Ltd., Hamilton, Ont.

Warehouses: WINNIPEG LONDON TORONTO MONTREAL



77 Years' Experience



Light Butcher Knife—English Pattern.

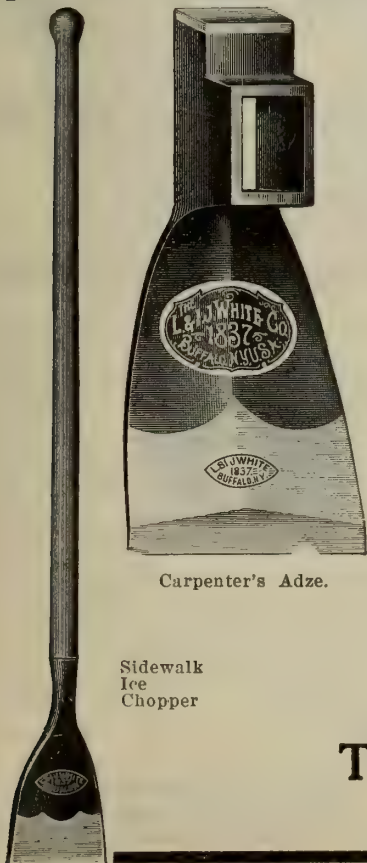
**The Kind You Like to Sell.
Why?**

Because when Mr. Smith comes into your store he says: "Mr. Blank, I want another adze just the same as the one I bought here last winter—it was the best I ever used. The rest of the boys are coming after some, too." He buys not only an adze, but all his hardware of you and sends his friends to you. This is no fairy story; it is happening every day. It is absolutely true that WHITE tools will build up your tool trade.

Send for our General Catalogue and discount sheet.

Tools for Carpenters, Coopers, Butchers, etc.

THE L. & I. J. WHITE COMPANY
215 Columbia Street, Buffalo, N.Y.



Carpenter's Adze.

Sidewalk
Ice
Chopper

Self-Advertising

Delta Files prove their quality to such an extent in service that the user invariably comes back for more and recommends them to his fellow workmen and neighbors.

The difference in quality means new life to your file department

Our many years' experience in file-making and our aim to outsell by excelling has put Delta Files upon a standard that defies competition.

There is a shape and size for every purpose.

Every Delta File has our trade-mark on its tang—this is our satisfaction or money-back guarantee.

Write your jobber. If he does not have them, tell us.



DELTA FILE WORKS

PHILADELPHIA, PA.

CANADIAN AGENTS:

H. S. Howland, Sons & Co., Toronto;
Starke, Seybold, Montreal;
Wm Stairs, Son & Morrow, Halifax;
Merrick-Anderson Co., Winnipeg

LONDON

High Grade

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co.,
Limited
LONDON, - ONTARIO

SALES AGENTS

Manitoba — Bissett &
Loucks, Ltd., Winnipeg
British Columbia—
McPherson & Teetzel,
Vancouver.

Metallic Nickel

SHOT, BLOCKS, INGOTS

ALSO

ELECTROLYTIC NICKEL

(99.80% PURE)

Prime Metal for the manufacture of Nickel Steel, German Silver, Anodes and all Alloy purposes.

**THE INTERNATIONAL
NICKEL COMPANY**

43 Exchange Place NEW YORK

ASSIGNEE'S SALE

OF STOCK OF

Hardware, Paints and Oils

and Store Furniture by Tender.

The Assignee will receive tenders up to noon on

Wednesday, 28th day of October

For the stock-in-trade of Hardware, Paints and Oils, and the Store Furniture belonging to the Estate of A. E. Lord, trading under the name of the Lord Hardware Co., No. 325 King Street East, Hamilton, and consisting of the following:

General Hardware, Paints and Oils...	\$2,580
Shop Furniture	209
	\$2,789

Tenders will be received for sale en bloc only. Terms may be arranged to the satisfaction of purchaser, with approved security.

The stock and inventory may be seen on the premises, and full information may be had upon application to the Assignee, Rooms 512-513, Spectator Building, Hamilton.

The highest or any tender not necessarily accepted.

Hamilton, Ont. **W. P. THOMSON,**
Assignee.

A want ad. in this paper will bring replies from all parts of Canada.

ROOFING Of Quality

"BLACK CAT" "GOOD LUCK" } RUBBER
"McCOMB'S SPECIAL" } ROOFINGS

Write for Prices.

J.H. McComb
Limited
Montreal



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for Machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.



TOBOGGANS

Get prices now

J. E. BEAUCHAMP & CO.
Coristine Building MONTREAL

Eagle Mop Wringers and Bucket Combined



are known the world over—Janitors, Porters and all who have the care of floors will have no other.

Your jobber has them. If not, write us and we will supply you.

CAUTION—Dealers will take notice of infringements and imitators.

We Will Protect Our Patent Rights

The Eagle Woodenware Mfg. Co.

Sole Manufacturers and Owners of Patents
HAMILTON, OHIO

The Best Value in Skates—Made in Canada

Lunn's Skates—made in Canada, by Canadian workmen, from British steel, are guaranteed to outwear THREE PAIRS of any other make in the world.



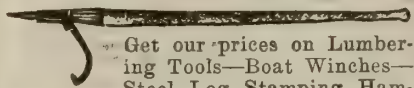
This is the lightest skate made and will appeal to those of your customers who want a good article—made in Canada.

A Legal Guarantee Goes With Every Pair. Write for Prices.

G. J. LUNN & CO., Machinists, Toolmakers and Blacksmiths, MONTREAL

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.



Get our prices on Lumbering Tools—Boat Winches—Steel Log Stamping Hammers, etc.

ARGALL BROS., - - General Ironworkers
Estb. 1860 Three Rivers, P.Q.



PRIEST'S CLIPPERS

THAT'S
SUFFICIENT

SEND FOR CATALOG TO
American Shearer Mfg. Co.,
Nashua, N.H., U.S.A.

Wiebusch & Hilger, Ltd., Special New York
Representatives, 106-110 Lafayette Street

100 Years of Peace

Between the United States and Canada
WALKER'S CORK SCREWS
have been sold in Canada for a quarter of that
time, and more of them will be sold because
they are all guaranteed not to bend or break
in use.

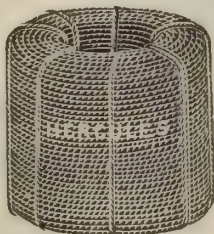
All jobbers in Canada have them in stock.
Insist on getting "Walkers." Our 1914 cata-
logue should be in every hardware store. Write
us for it.

ERIE SPECIALTY COMPANY, Erie, Pa., U.S.A.



SASH CORD

THE BEST MADE



Star Brand Cotton Rope.
Star Brand Cotton Clothes Line.
Star Brand Cotton Twine.

All Wholesale Dealers Sell Them.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

BEAR BRAND LAMP BLACKS



*A Germantown of quality
that gets big business*

WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

The PARMENTER BULLOCH CO., Ltd.

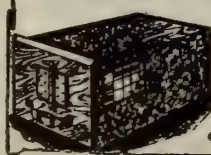
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Cop-
per Burrs, Bifurcated and Tubular Riv-
ets, Wire Nails, Copper and Steel Boat
and Canoe Nails, Escutcheon Pins,
Leather Shoe and Overshoe Buckles,
Felloe Plates.



Write for a catalogue
of Feed Cookers, made in
all sizes, James Bros.
Foundry Co., Perth, Ont.
Western Representative A.
E. Hinds & Co., 420
Chamber of Commerce,
Winnipeg, Man.

Goods Well Displayed are Half Sold!



The most attractive, most dur-
able and most serviceable shelf
box on the market is the

**BENNETT STEEL
HARDWARE SHELF BOX**

Saves 20% Shelf Room
over ordinary boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto

Malleable Iron Castings

for Carriage and Special
Castings of all Kinds

Manufactured by

P. KYLE

MERRICKVILLE, ONT.



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in handsome colors.

Shear and Hand stand out in high relief, being cut
out. A show card will be sent to every dealer
sending his business card with request to
Henry T. Seymour Shear Co.

Selling Agents, **WIEBUSCH & HILGER, Ltd.,** New York

A. MacFARLANE & CO. Montreal
Canadian Agents

BOLTS, RIVETS, WIRE & WIRE NAILS

Our equipment is such that we can positively
guarantee our products to be standard. The
practical dealer will understand what that
means. The most thorough experience is
behind the manufacture of our lines.

THE NORTHERN BOLT & SCREW COMPANY, OWEN SOUND.

THE "WANT AD."

The "want ad." has grown from a
little used force in business life into
one of the great necessities of the
present day.

Business men nowadays turn to
the "want ad." as a matter of course
for a hundred small services.

The "want ad." gets work for
workers and workers for work.

It gets clerks for employers and
finds employers for clerks. It brings
together buyer and seller, and enables
them to do business though they may
be thousands of miles apart.

The "want ad." is the great force
in the small affairs and incidents of
daily life.

H&R ARMS CO

The New H & R Self-Loading Pistol Caliber 25 (6.35 $\frac{M}{M}$)



A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

Leading Hardware and Sporting Goods Jobbers can now supply. Ask your jobber for this pistol.

Harrington & Richardson Arms Company, 715 Park Avenue
Worcester, Massachusetts, U.S.A.

**NOVA SCOTIA STEEL
& COAL CO., Limited,**
NEW GLASGOW, N.S.

Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN
OPEN HEARTH STEEL



Oakey's

The original and only
Genuine Preparation
for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of

Emery, Black Lead Emery Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

DRIVE WELL POINTS



All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches.
All numbers of gauze from 60 to 120 mesh.
Also Tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes,
Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps,
Brass Wire Cloth, and Perforated Sheet Brass, Pump Leathers, Rod Couplings, Tank Lugs.

PROMPT SHIPMENTS

Otterville Manufacturing Co., Limited, Otterville, Ont.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

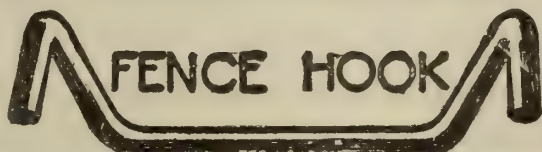


To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

Agents: **A. RAMSAY & SON COMPANY, Montreal.**

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on
Wire Fences



WIRE NAILS, COILED SPRING
BARB and PLAIN FENCE WIRE,
OILED and ANNEALED WIRE,
CLOTHES LINE WIRE, STAPLES,
ETC.

The Western Wire and Nail Co., Limited, London, Ont.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

FOR SALE

"HARDWARE" OLD ESTABLISHED. VERY profitable. Easy terms. This is a real opportunity. Apply to Box 116, Hardware and Metal, Toronto. (tf)

WANTED

WANTED—A WELL-SELECTED, UP-TO-DATE Hardware Stock for removing into another town. Quote lowest rate on the \$1.00 spot cash that will buy it. Stock in Manitoba, Saskatchewan or Alberta preferred. Value of stock in the neighborhood of \$10,000.00. Give particulars as to what the stock contains and who are the manufacturers of the paints, stoves, etc. Address all communications to Box 135, Hardware and Metal, Toronto.

WE WANT FIRST-CLASS SALESMEN TO sell our line of razors on commission basis. Can be carried as a side line. References required. Korn Razor Co., Little Valley, New York. (43)

TRAVELLER, AT PRESENT OCCUPIED, would like to make change. Have connection with hardware and heating trade; also jobbers and architects from coast to coast. Address inquiries to Box 136, Hardware & Metal, Toronto. (44)

SITUATIONS WANTED

HARDWARE CLERK, CANADIAN, DESIRES position. Window dresser and good stock-keeper. Best of references. Box 137, Hardware and Metal.

STOP!! HERE YOU ARE. SMART, ENERGETIC and capable hardware clerk, with up-to-date ideas, good salesman and window dresser. General furnishing and builders. 16 years' experience, good references, married, seeks permanency. West preferred. G. J. Shirley, Salmon Arm, B.C. 43

SITUATIONS VACANT

WANTED—RELIABLE, ENERGETIC MAN to secure subscriptions and renewals to MacLean's and Farmer's Magazines. Good income guaranteed to capable person. Apply by letter, stating qualifications, to The MacLean Publishing Company, Limited, 143-153 University Ave., Toronto, Ont.

MISCELLANEOUS

DO YOU WANT TO SELL OR BUY A business? If so, write Moore Bros., Business Brokers, 802 Lumsden Bldg., Toronto, Ont. (47)

THE NATIONAL CASH REGISTER COMPANY guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE—BY installing an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fensom Elevator Co., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

HARDWARE STORE BUSINESS METHODS—The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. The 40 subjects discussed include: Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business; Changing a Credit into a Cash Business, etc. 220 pages. Price \$1.10, postage paid. MacLean Pub. Co., 143 University Ave., Toronto.

A DUTY—WITH PROFIT



SHEET METAL CONTRACTORS:

See to your Son's, your Apprentice and young Mechanics' **EDUCATION** in Technical points of your trade.

ITS PATTERN DRAFTING: DETAILING: WITH CONSTRUCTION METHODS that develop the brain. Our Courses are Complete in every branch of the trade.

WE ARE AUTHORIZED TO STATE AND ADVERTISE THESE HOME STUDY COURSES ARE APPROVED BY THE NAT'L ASSOCIATION OF S.M. CONTRACTORS.

We handle local classes as well as individual students. Full Particulars will be sent you free. Come, don't delay, but write NOW.

THE NATIONAL SCHOOL
3555 Olive Street, St. Louis, U.S.A.

INSOLVENT NOTICE

In the matter of **HECTOR PAQUIN**, furniture merchant, 102 Notre Dame St., Lachine, **INSOLVENT.**

The undersigned will sell by public auction, en bloc, at a dollar rate, at No. 69 St. James Street, Montreal,

WEDNESDAY, OCTOBER 28TH, 1914, AT 11 O'CLOCK A.M., the following assets:

Stock of household furniture, stoves, etc.	\$1,750.33
Fixtures of the store	32.50
Rolling stock	46.50
Book debts as per list	2,620.00

Right in the lease from the 1st of November, 1914, to 1st of May, 1915, at \$45.00 a month.

CONDITIONS, CASH. The store will be opened for inspection of stock Tuesday, the 27th of October. The Book debts will be sold in one lot. For further information, apply to **ERNEST ST. AMOUR,** Curator, Marcotte Bros., Auctioneers, 11 Place d'Armes, Montreal.

UNDER THE WINDING-UP ACT.

NOTICE OF SALE.

In the Matter of **La CIE ST. EDOUARD, LTEE.,** No. 3276 Verville St., corner Hooper, Extension Park, Montreal,

IN LIQUIDATION.

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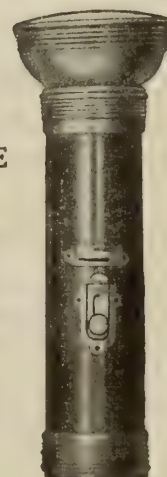
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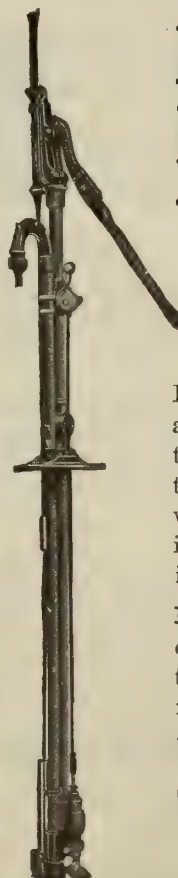
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**THE JOHN BULL
WAR BADGE**

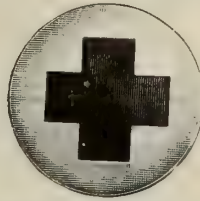
(Registered Design)



Kaiser Bill, to "hack his way,"
With his troops went out one day,
Thinking that he had a chance
To sneak through Belgium into France.
After that he meant to be
Lord of earth and air and sea;
Sad to say a well-aimed shell
Knocked poor Billy into — Berlin.

These Badges are selling in tens of thousands in England.
They only want to be seen to sell in just as big quantities
in Canada. They are real enamel and supplied gilt or
silvered with either Brooch or Stud backs.
Price \$3.00 per dozen, post and duty free, cash with order.

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CROSS BADGE**



"PRO PATRIA."

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**THE JOHN BULL
BUSINESS BADGE**

(Registered Design)



They said that John Bull wouldn't fight
Because he feared the German Kaiser,
And didn't care about the right
Of little Belgium; now they're wiser.
On sea he's bottled up their fleet,
On land his army keeps our borders,
And while his sons his foes defeat
He goes on calmly booking orders.

Copyright.

Special quotations for quantities.

We make all kinds of Badges and can submit sketches and
samples by return mail.

Write us, we are good people to know just now.

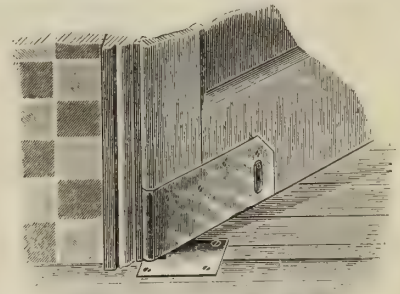
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The "BRITON" Door
Check and Spring.



"ALBION" Floor Spring.



"ERA" Shoe Door Spring.

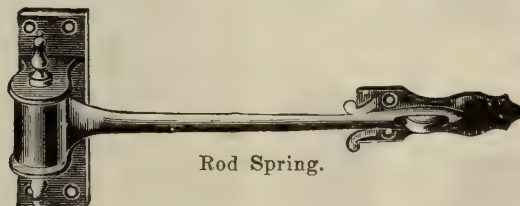
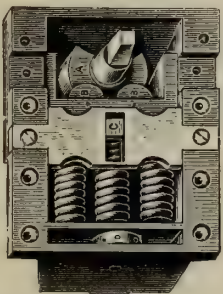
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LIMITED

Manufacturers of Spring Hinges, Floor
Springs, Door Checks and Springs of all
kinds, Panic Bolts, Fanlight Gearing, etc.

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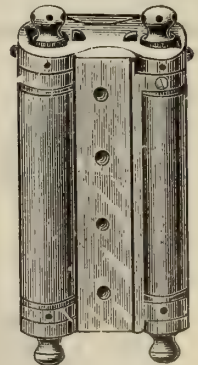
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"Invincible" Floor
Spring.



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Regulating
Spring Hinge.



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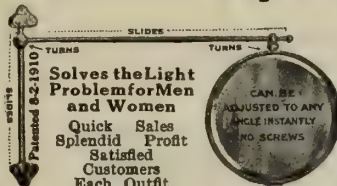
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Special Features:—
A perfectly easy and smooth
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Immense power by lever blade
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Detachable blades.
The only pruner that does not
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Made by Burman & Sons, Limited,
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"No Shadows Shaving"
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Swinging arm adjustable up, down and sideways, turns on swivel around to get the day or artificial light.

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DEALERS! Write for illustrated folder and price-list. Special Offer.

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An Auger Bit You Can Depend On. Fully Warranted
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For Ashes, Garbage and General Purpose.

A new departure in Garbage Can making and the nearest approach to a sanitary can ever produced. Made of heavy galvanized iron with six extra heavy V-shaped metal staves riveted to body, which makes it practically indestructible. The interior surface of can is perfectly smooth and void of dirt-catching corrugations. The most attractive and strongest can on the market.

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For sale by all leading hardware jobbers.

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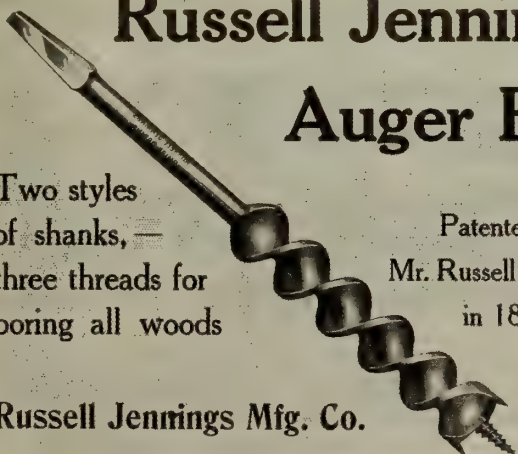
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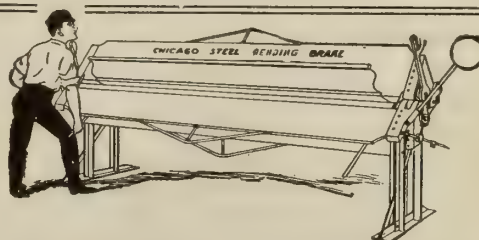
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By seeing that this exact mark is on each blade.



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CHICAGO STEEL BENDING BRAKES

(Made in all sizes)

Regarding the Steel Bending Brake we purchased last spring, are pleased to report that we are more than delighted with this machine, not only with the way it is constructed, but with the work it turns out. We formerly used a — brake, but are very glad indeed now that we have made the change. We get more speed and better results.

Yours truly,

THE McCLARY MFG. CO., C. E. Main, Manager
The Steel Bending Brake Works Ltd., Chatham, Ont.

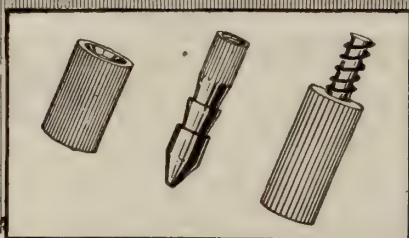
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Sell on
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They can be used in hundreds of ways and in a thoroughly practical manner, do away with stubborn, sticking screws and holes enlarged by constant use.

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They'll become a staple line like nails, screws, tacks, etc., after you have got the public to give them a trial.

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DO you know of any hardware dealer, anywhere in Canada, who does not subscribe to Hardware and Metal?

If so, you will be doing him a good turn by giving us his name and address, so that we may send him a sample copy and order blank.

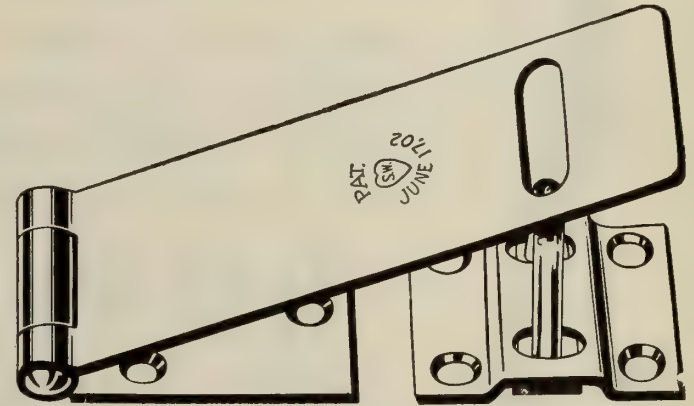
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Canada's Only Weekly Hardware Paper
MONTREAL TORONTO WINNIPEG

Protect Your Property This Stanley No. 915 is a bona-fide Safety Hasp

It keeps sneak thieves on the right side of the door. It baffles the skill of intending intruders, who find no means for getting at the screws and balk at its great strength and resistance to a prying leverage.



This Trade-Mark guarantees its genuineness and protects our patent on this 915 Hasp. You can supply yourself with four sizes: 3½, 4, 6 and 7-inch—the 7-inch being extra heavy and strong. Plain Steel, Japan, Brass, Bronze or Antique Copper Plate, Galvanized or "Stanley" Sherardized. Stock them generously.



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Berry Bros., Walkerville.
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Stains, Wood.

Berry Bros., Walkerville.
G. F. Stephens & Co., Winnipeg.
A. Ramsay & Son Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Staples.

B. Greening Wire Co., Ltd., Hamilton.
The Stanley Works, New Britain.
Steel Co. of Canada, Ltd., Hamilton.

Steel, Cold Rolled Strip.

The Stanley Works, New Britain, Conn.

Steel Wire Hoops.

Dominion Iron and Steel Co., Ltd., Sydney.
Steel Co. of Canada, Ltd., Hamilton.

Stencils.

Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
The Steel Metal Products Co. of Canada, Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.

Store Ladders.

F. E. Myers & Bro., Ashland, Ohio.

Stocks and Dies.

Butterfield & Co., Rock Island, Que.

Stoves, Furnaces.

Burrow, Stewart & Milne Co., Hamilton.
Gurney Foundry Co., Toronto.
Findlay Bros., Carleton Place.
Thos. Davidson Mfg. Co., Montreal.
Kir-Ren, Ltd., Almonte.
McClary's, London, Ont.

Stoves, Gas.

Burrow, Stewart & Milne Co., Hamilton.
Gurney Foundry Co., Toronto.
McClary Mfg. Co., London, Ont.

Taps.

Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.

Tacks.

Steel Co. of Canada, Ltd., Hamilton.

Tapes.

Can. H. W. Johns-Manville Co., Ltd., Toronto.
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.
J. Rabone & Sons, Birmingham, Eng.

Technical Books.

MacLean Publishing Co., Toronto.

Tents and Awnings.

Scythes & Co., Toronto.

Threshing Tools.

Pratt & Whitney Co., Dundas, Ont.

Tiling, Wall and Floor.

Can. H. W. Johns-Manville Co., Ltd., Toronto.
The Barton-Netting Co., Ltd., Windsor, Ont.

Tin Plate.

A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.

Tinware.

Hoods, Ltd., Birmingham, Eng.

Tools.

Hoods, Ltd., Birmingham, Eng.
Buck Bros., Milbury, Mass.
The Chapin Stephens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., New York.
Robt. Sorby & Sons, Sheffield.
Stanley Rule & Level Co., New Britain.

Tools, Metal Workers'.

Brown-Boggs Co., Hamilton.

Tool Grinders.

Richards-Wilcox Canadian Co., London, Ont.

Torches.

Clayton & Lambert Mfg. Co., Detroit.

Tool Handles and Lumbering Tools.

J. H. Still Mfg. Co., St. Thomas.

Vacuum Cleaners.

Northern Electric Co., Montreal.
Onward Mfg. Co., Berlin, Ont.

Varnishes; See Paints.

Berry Bros., Ltd., Walkerville, Ont.
Imperial Varnish and Color Co., Toronto.
Pratt & Lambert, Bridgeburg.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Ventilators.

Metallic Roofing Co., Toronto.

Wall Plaster.

The Canadian H. W. Johns-Manville Co., Ltd., Toronto, Ont.

Wash Boards.

Wm. Cane & Sons Co., Newmarket.
Meakins & Sons, Hamilton.

Washing Machines, Etc.

J. H. Connor & Son, Ottawa, Ont.
Cummer-Dowdell, Ltd., Hamilton.
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
Northern Electric Co., Montreal.

Wagon Jacks.

Richards-Wilcox Canadian Co., London, Ont.

Washers.

Steel Co. of Canada, Ltd., Hamilton.
Wrought Washer Mfg. Co., Milwaukee.

Weeders.

C. S. Norcross & Sons, Bushnell, Ill.

Whips.

Hamilton Whip Co., Hamilton, Ont.

White Lead.

Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

Wholesale Hardware.

Thos. Birkett & Son, Ottawa.
Caverhill, Leamont & Co., Montreal.
Howland, H. S. & Sons Co., Toronto.
Lewis Bros. & Co., Montreal.
Miller, Morse Hdwe. Co., Winnipeg.

Window Guards.

Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Wire Guards.

B. Greening Wire Co., Ltd., Hamilton.

Wire Door Guards.

B. Greening Wire Co., Ltd., Hamilton.

Wire, Iron, Steel, Brass and Copper.

Dominion Iron & Steel Co., Ltd., Sydney.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Laidlaw Bale Tie Co., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Wire.

Northern Bolt & Screw Co., Owen Sound, Ont.
Northern Electric Co., Montreal.

Wire Mats.

Andrews Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Goods, Bright.

Steel Co. of Canada, Ltd., Hamilton.

Wire Goods.

Andrews Wire Works, Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Products.

Andrew Wire Works, Watford, Ont.
Dominion Iron & Steel Co., Ltd., Sydney.

Wire Rope.

The B. Greening Wire Rope Co., Ltd., Hamilton.

Wire Springs.

The B. Greening Wire Rope Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

Wire Stretchers.

Richards-Wilcox Canadian Co., London, Ont.

Wood Finishes.

Berry Bros., Walkerville.
G. F. Stephens & Co., Winnipeg.

Woven Wire Fencing.

Dominion Iron & Steel Co., Ltd., Sydney.

Wrenches.

Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barnes Mfg. Co., St. Catharines.

NOT BECAUSE

It is "Made in Canada"

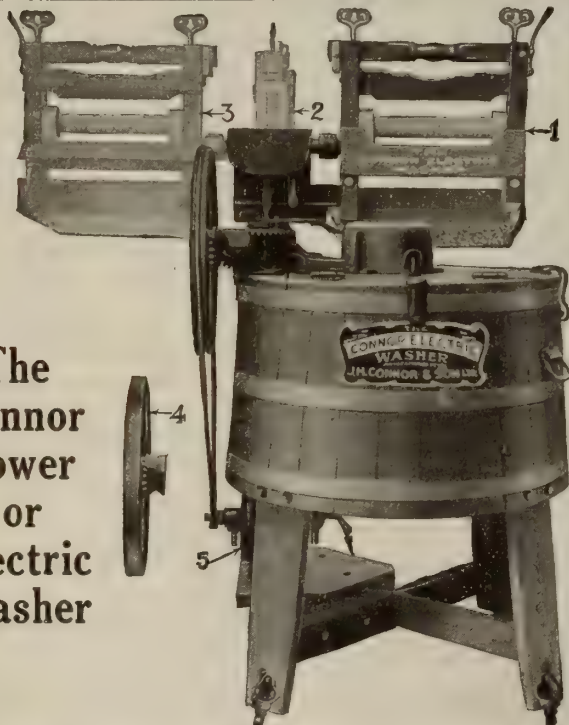
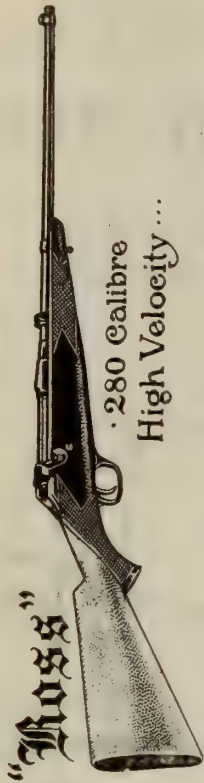
This factor has been in the past a detriment to us rather than a help.

BUT BECAUSE

they have proven their merit, silenced their critics by their performances on the range and in the hunting field. This is our argument for you to stock and push the sale of

ROSS RIFLES

THE ROSS RIFLE CO., QUEBEC, P.Q.



The Connor Power or Electric Washer

- Fig. 1—Shows the wringer in position to wring clothes from washer to rinse tub.
- Fig. 2—Shows wringer swung 45 degrees to wring clothes from rinse tub to bluing tub.
- Fig. 3—Shows wringer swung 90 degrees to wring clothes from bluing tub to basket.
- Fig. 4—Shows flat pulley to be used for gasoline engine drive.
- Fig. 5—Shows electric motor adjusted underneath tub.

Write to-day for prices and agency.

Manufactured by

J. H. Connor & Son, Ltd.

Ottawa, Ont.

Stratford Ironing Boards

are good in quality and they look it.

Made from selected Bass-wood in two sizes:

No. 2—12x60 inches.

No. 3—14x60 inches.

Easy to sell, and they result in good profit and satisfaction.

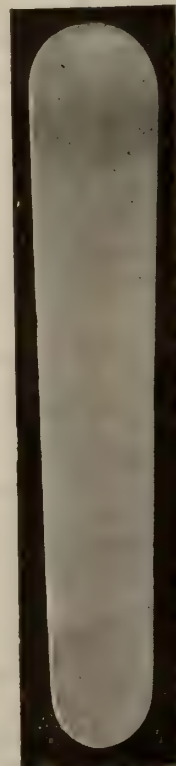
We also manufacture SLEEVE and BAKE BOARDS, CLOTHES DRYERS, LADDERS, LAWN SWINGS AND SEATS.

Write for Catalog.

The Stratford Manufacturing Co., Ltd.

Stratford, Ont.

REPRESENTED BY: British Columbia—Martin, Finlayson & Mather, Ltd., Vancouver. Maritime Provinces — J. H. Hanson Co., Montreal. Quebec — Jas. S. Parkes, Montreal. Ontario — Roy E. Harris, Stratford.



BLACK STEEL SHEETS, TIN PLATE

Apollo, Queen's Head and Fleur-De-Lis Galvanized Sheets

We issue a monthly stock list. We'll send it to you regularly upon receipt of a card.

Our shipping facilities assure prompt delivery, and our prices are reasonable.

The Roofers Supply Company, Limited, Toronto, Ont.

IMPORTERS, JOBBERS AND MANUFACTURERS



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO

MONTREAL

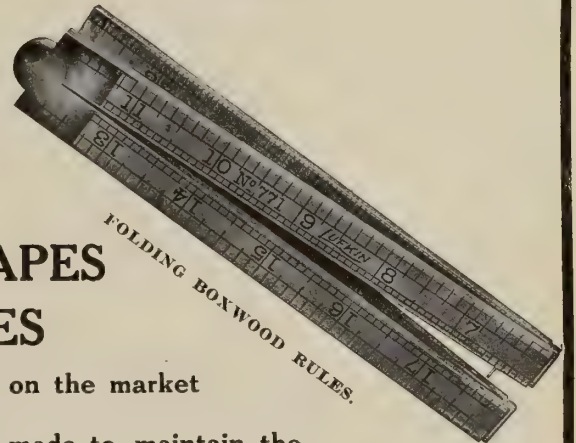
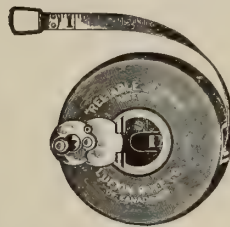
WINNIPEG

CALGARY

VANCOUVER



SPRING-JOINT WOOD RULES.



FOLDING BOXWOOD RULES.

MEASURING TAPES STEEL RULES

We make the most complete line on the market of goods of this kind.

Every one of our Tapes and Rules is made to maintain the reputation that the line has borne for years.

GOODS UNDER THE

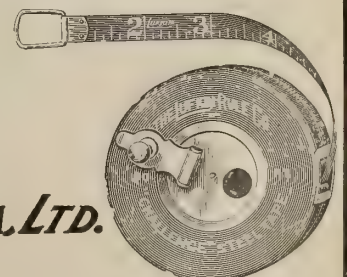
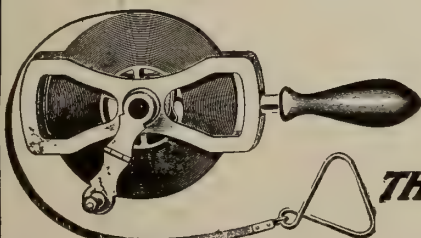
LUFKIN

TRADE-MARK

Need no introduction.

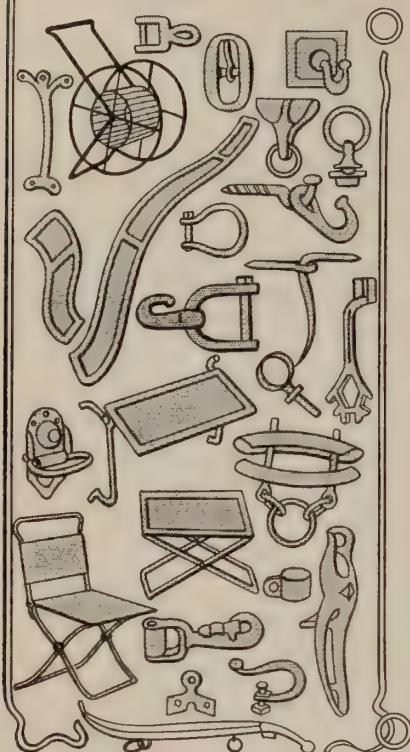
They have an established reputation.

They will sell well, for besides being Canadian made they are widely and favorably known by users.



THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Concentrate YOUR PURCHASES



Large orders command respect—they assure you of the best service and lowest prices. It is better to be a big buyer from one house than a little buyer from many. It's easy to be a good customer of ours, for we make many high-grade articles you should carry. McKinnonize your stock.

SOME McKINNON PRODUCTS

Steel Hames
Rings
Snaps
Iron Hames
Bits
Dees
Wood Hames
Buckles
Cockeyes
Terrets & Hooks

Carriage Dashes
Whip Sockets
Carriage Fenders
Carriage Hardware
Wrenches
Shaft Leathers

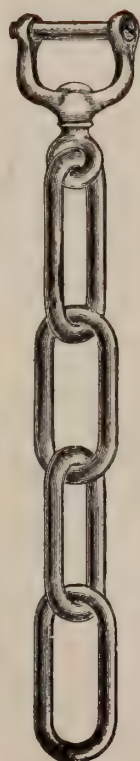
Auto Chairs
Hammock Hooks
Boat Trimmings
Hose Reels
Camp Stools
Kettle Ears
Neckyoke Trimmings
Third Seats
Can Handles
Wagon Hardware

LEADING JOBBERS CARRY A COMPLETE STOCK

McKINNON DASH COMPANY

BUFFALO, N.Y. ST. CATHARINES, ONT. TROY, OHIO

McKINNON ELECTRIC-WELDED CHAIN



25%
More Weld

Perfect
Welding

Sold by
All Jobbers



Heavy Pattern
XC Plate
Breast Chain
No. 220

25%
More Wear

Fully
Guaranteed

Handled by
Dealers



Wagon Box or Anti-Spreader Chain.

A FEW OF THE MANY HARNESS SPECIALTIES MADE BY

McKINNON CHAIN COMPANY

ST. CATHARINES, ONT.

No. 85 Heel
Chain

No. 40 Heel Chain

HARDWARE ^{AND} METAL

Established 1888

Published Every Saturday

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXVI.

Publication Office: Toronto, Canada

No. 44

October 31, 1914

You have seen this
before and you will
see it again.



Dominion
Ammunition
Metallics and Shot Shells

A Canadian Product
made and sold by
Canadians in Canada.



Made in
La Salle, Ill
by
Westclox



BIG Ben is the biggest thing to-day in the American alarm clock industry. He has everything in his favor—quality, looks, and style. He runs on time, he rings on time, he stays on time.

Slender, massive, richly plated, he stands seven inches tall, with well-shaped distinct hands and a big broad dial easily visible in the dim morning light.

He rings just when you want and either way you want—*five straight minutes* or every other half minute *during ten minutes* unless you shut him off.

His keys are large, strong, easy to wind; his voice deep, jolly, pleasing to

hear. The movement plates are bridged like on a Waltham watch—you can change both mainsprings *without taking the movement apart*. The pivots are of hard steel piano wire $\frac{22}{1000}$ of an inch thin. The escapement is a hardened steel pallet escapement—not a pin escapement like that of other alarm clocks.

We are carrying on hand a stock of Big Ben specially put up for *Canadian* trade, 6 in a carton together with a full set of Store Selling Helps, (posters and show cards.) On an order for 12 we give a solid mahogany display stand. On an order for 24 we print your name free on dials and with an order for 48 we send a striking, electric flashing sign, just the thing for your window or counter.

The minimum retail Canadian price is \$3.00, and there's a \$3.00 resale tag on everyone you buy.

*The User is a good salesman—
and you get his services FREE*

His recommendation to his neighbors
quickly multiplies sales



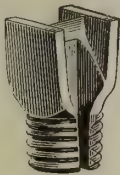
Neverslip Shoes and Calks

SAVE HORSES, TIME AND MONEY

Horseshoers and Horseowners unite in recommending RED TIP CALKS. Neverslip Calks stay sharp an exceptionally long time — and when worn down they can easily be replaced with new ones in 20 minutes.

As no tool will do all the work so no calk is made that will meet all conditions.

We have different styles of calks so as to meet every condition.



Keystone

REMEMBER

All good articles have imitations. To protect you against fraud and substitution



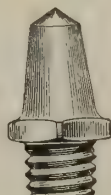
No. 1

ALL GENUINE
NEVER SLIPS
HAVE RED TIPS.

Our booklet T gives
full particulars —
write for it.



No. 5



No. 4

THE
Neverslip Manufacturing Co.

U.S. Factory: New Brunswick, N.J.

Canadian Factory and Office:
559 PIUS IX AVENUE, - MONTREAL



Richards-Wilcox

**BALL-BEARING
GRINDSTONES**

are without an
equal for
**STRENGTH,
EASY-
RUNNING
and
DURABILITY.**

Genuine Berea
Grit

THE LINE

No. 300—"Cycle."
No. 400—"Victor."

No. 025—"King."
No. 320—"Family."

All Ball-Bearing and Guaranteed.

PUT A COUPLE OUT IN FRONT AND LET THEM
SELL THEMSELVES.

Richards-Wilcox

CANADIAN
COMPANY, Ltd.
LONDON, ONT.

Halter time will soon be here



\$10.00

Per Dozen

F. O. B. Peterboro

A good 1¼" black harness leather, doubled and stitched, Halter; re-tails at \$1.25 each.

Write for our new harness and
saddlery catalogue.

B.F. Ackerman, Son & Co.

PETERBORO, ONT.

REGINA, SASK.



GET READY

They will all want

Carborundum Christmas Packages

FATHER, brother or Uncle Jim will welcome a Carborundum Razor Strop or an Aloxite Razor Hone. Mother or Aunt Jane will smile over a Carborundum Kitchen Knife Sharpener.

Jimmy who goes to Manual Training School will shout when he gets a Carborundum Bench Stone or a Niagara Grinder.

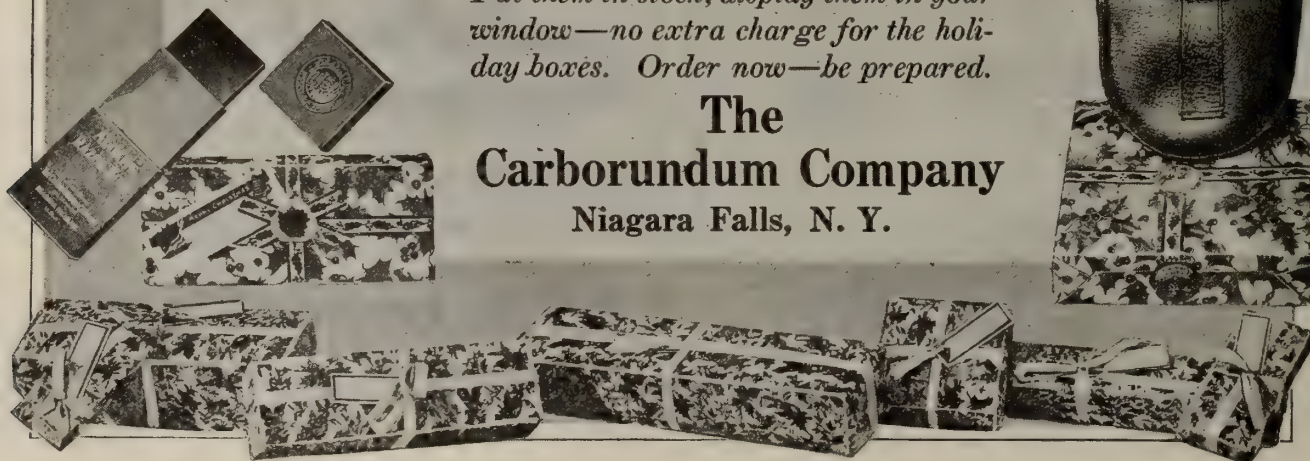
And so it goes, the carpenter, the craftsman, the sportsman, every man, and the housewife will welcome such sensible practical gifts.

See that the shopper can get the Carborundum Christmas Packages at your store—every package is neatly wrapped in holiday dress, ready for the Christmas tree.

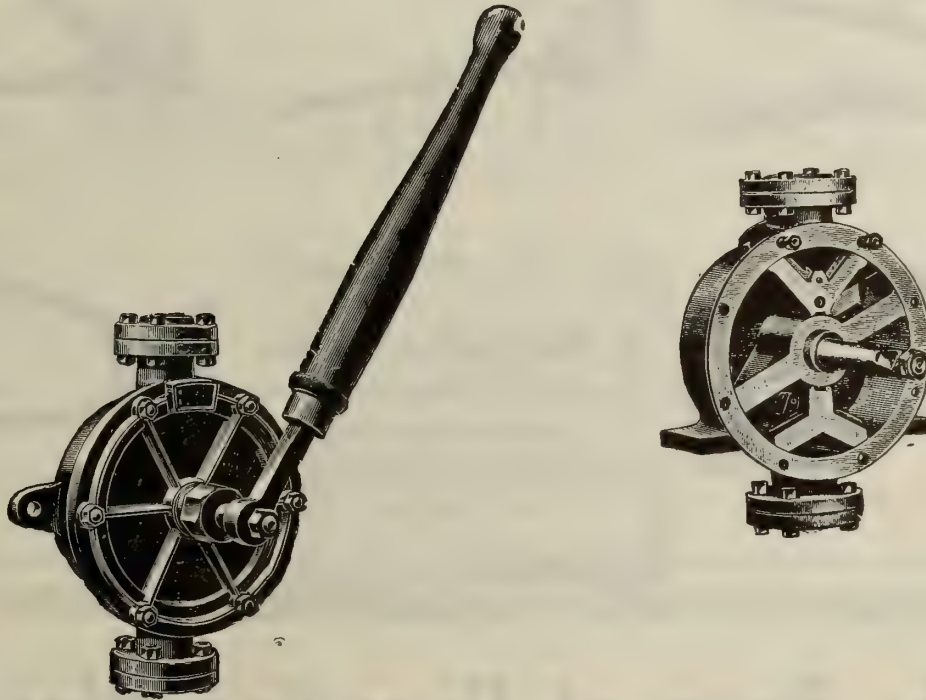
Carborundum and Aloxite Razor Hones, Carborundum Razor Strops, Carborundum Bench Stones, Carborundum Niagara Grinders, Carborundum Sportman Stones and Carborundum Kitchen Knife Sharpeners are all in the individual Carborundum Christmas Profit packages.

Put them in stock, display them in your window—no extra charge for the holiday boxes. Order now—be prepared.

**The
Carborundum Company**
Niagara Falls, N. Y.



WING PUMPS



We have a well-assorted stock of
WING PUMPS

Double Acting, all numbers, 1 to 5

Quadruple Acting, all numbers, 2 to 7

Order Now.

LEWIS BROS., LIMITED
MONTREAL, QUE.

PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



STANDARD
Retailing at about \$2.50. High-class barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about \$2.25.



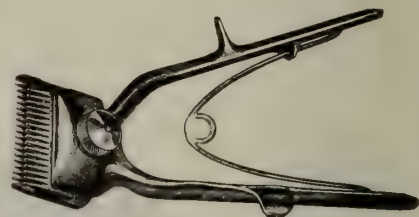
SPEED
Best low-priced Clipper made. Retailing at about \$1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about \$1.50.

If you are not familiar with these goods, send for samples and compare them with others.

A. MacFarlane & Co.
Coristine Building, Montreal
Canadian Agents for
Wiebusch & Hilger, Ltd.
New York City



CADET
with visible spring, retailing at about \$1.00.

The Basis of Canadian Wealth

A country's prosperity is based on the commodities she exports. Canada's great export trade is in farm produce. Prosperity for the farmer means prosperity for the whole of Canada. \$1 wheat will this year flood Canada with prosperity. The farmers of your district will be building new and larger buildings for which they will require large quantities of cement.

Rogers' Portland Cement

Rogers' cement enjoys the confidence of the Canadian farmer. The merchant who handles Rogers' cement enjoys the trade of the Canadian farmer. Get it. Write us about it to-day.

Alfred Rogers, Ltd., 28 King St. W., Toronto

N. J. Dinnen & Co., Western Sales Mgrs., Winnipeg, Man.

SAVOY

Bread Boxes



NOTE—

The seamless, rounded corners.

The seamless, embossed covers.

The absence of solder and acid.

The low list prices — \$12.60,
\$15.00, \$17.40.

Usual Discounts

Shipments Made Promptly

THE SHEET METAL PRODUCTS CO. OF CANADA
LIMITED

MONTREAL

TORONTO

WINNIPEG



A Tool to Display

Here's a new tool that only needs to be shown to insure quick sale. Designed for just such special jobs as the above and carpenters, electricians and metal workers run against them every day—a thoroughly practical extension bit holder.

The outer sleeve telescopes over the inner spindle and engages at intervals of every one and one-half inch. Total length of holder when extended 24", when collapsed 16½".

MILLERS FALLS EXTENSION BIT HOLDER No. 6

Chuck follows bits of ⅝ in. diameter and over into bore, is extremely strong-jawed and grips like a vise. Made of the best steel, handsomely polished and nickel-plated. Indispensable for getting into otherwise inaccessible places and it is handy to carry.

Tools of Known Quality

Millers Falls Quality is an established asset upon which you can increase the scope of your tool-trade to include the best and largest buyers in your community. Your stock should certainly include Hand Drill 1980, Hack Saw 1027, Breast Drill 200, Bit Brace 872, Bench Drill 210 and the Acme Improved Mitre Box—all fast moving, goodwill-making lines.

Have you our catalog? Sent free on request. Write

MILLERS FALLS CO., Millers Falls, Mass.



The Rooster does the Crowing

But it's the hen that meets
the demand for eggs.

Our advertising does the crowing but it's our factory with its skilled workmen and unrivalled facilities that meets the demand for security in locks and beauty of design in hardware. What Yale advertising promises Yale products fulfill.

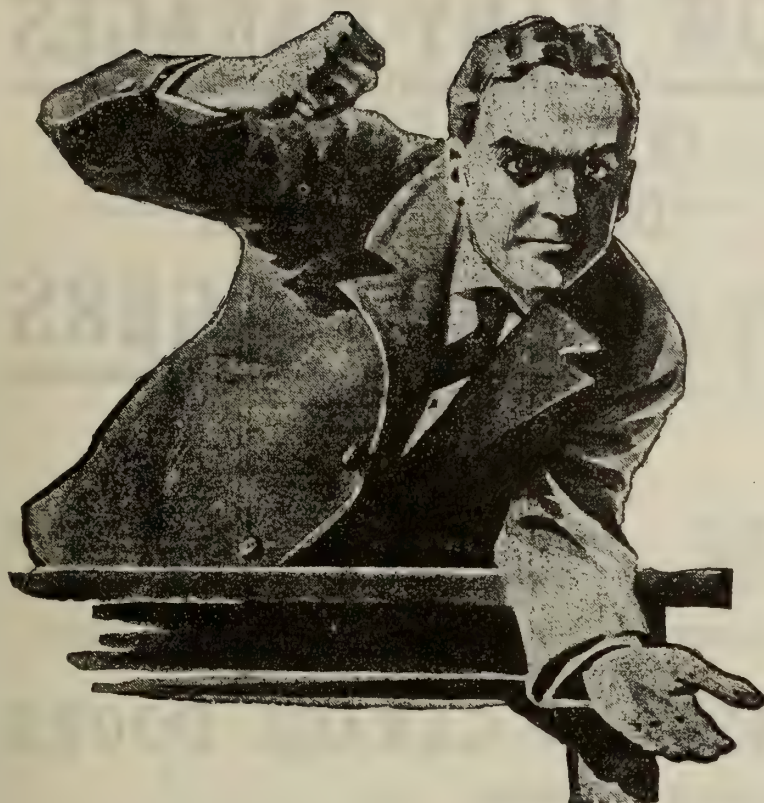


This advertising is making the *selling* of Yale products easier for you. Are you making the *buying* of Yale products easier for your trade? If you lack Yale goods, order them. If you lack the means of making them known, write us.

Canadian Yale & Towne Ltd.

Makers of YALE Products in Canada: Locks, Padlocks,
Builders' Hardware, Door Checks and Chain Hoists

General Offices and Works: St. Catharines, Ont.



SAMSON AXES

The
Best That Money Can Buy

- ❑ Forged from one piece of high-grade steel, made specially for these axes.
- ❑ Perfect in shape, material, balance and fitness for use.
- ❑ Long, efficient service.

ABSOLUTELY
GUARANTEED



H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE

LIMITED

WE SHIP PROMPTLY

TORONTO

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST





HOW MANY GARAGES

IN YOUR LOCALITY

DID YOU SUPPLY

WITH

DOOR HANGERS

? ? ?

THE "GREAT WEST"

**IS YOUR BEST ARGUMENT—FOR THIS MOST
DESIRABLE PATRONAGE**

THE LOGICAL HANGER FOR GARAGE DOORS

Manufactured in Canada by

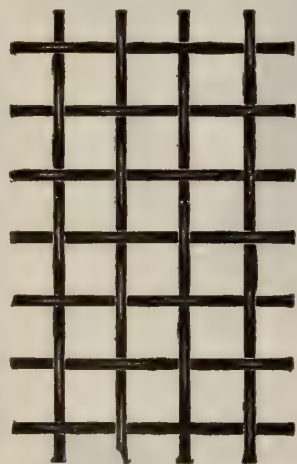
CANADA STEEL GOODS COMPANY, LIMITED

- Hamilton, Ontario

GREENING'S

Wire Cloth

Wire Screening



**All grades of Wire Cloth,
Double Crimped**

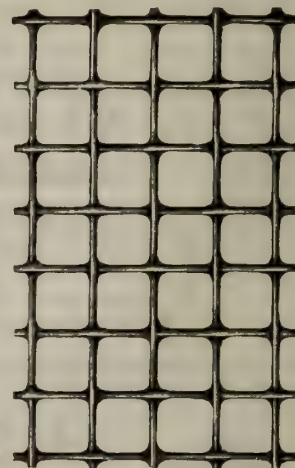
Screening accuracy guaranteed

Made of Steel, Copper or Brass

Galvanized and Tinned Cloth

Perforated Metals

Wire Rope



The B. GREENING WIRE CO., Limited

Hamilton, Ont.

Montreal, Que.

**The
Steel Company of Canada, Limited
Hamilton, Canada**

WROUGHT PIPE

Black and Galvanized

Standard and Extra Heavy

Wire,
Wire Nails,
Tacks, Staples, Wood
and Machine Screws, Bolts and
Nuts, Rivets and Burrs, Shot, Spikes,
"Tiger" White Lead, "Invincible" Fencing,
Wire Hoops, Wing Boot Calks, Bright Wire Goods, Steel
and Iron Bars, Cable, Horse Shoes and Horseshoe Nails,
Railway Track Equipment, Corrugated Fasteners,
Pole Line Hardware, Putty, Cotter Pins, Bale
Ties, Jack Chain, Plow Beams,
Channels, Strand Steel
and Copper,
Angles.

Prompt Service

Quality Guaranteed

OUR REPUTATION IS IN THE GOODS

District Sales Offices:

**HAMILTON
VANCOUVER**

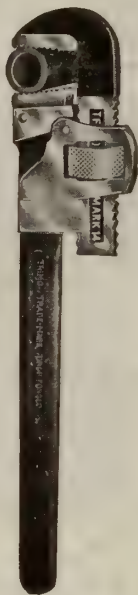
**MONTREAL
VICTORIA**

**TORONTO
ST. JOHN**

**WINNIPEG
HALIFAX**

TRIMO

A "PIPING" GOOD WRENCH



STEEL HANDLE

Trimo Pipe Wrenches are made in Steel Handles from 6-inch to 48-inch sizes inclusive. In Wood Handles they are made in sizes 6", 8", 10", 14" only.



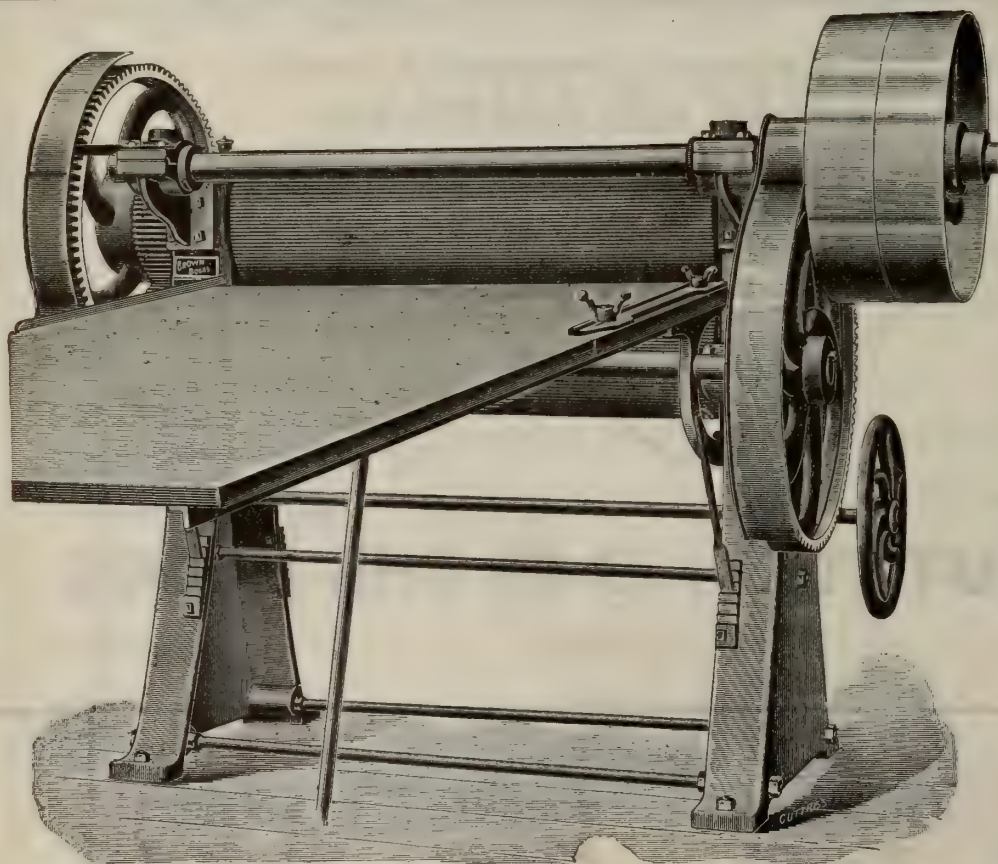
NUT WITH NUT GUARDS



WOOD HANDLE

Send for Catalog No. 150

TRIMONT MANUFACTURING CO., Roxbury (Boston), Mass., U.S.A.



No. 37 Corrugating Machine.

Every Sheet of Metal

Run through this machine means "Economy" stretched to the fullest extent.

It will take buckles out of sheets, and is specially adapted for Cornice work, as it produces a nice flat sheet resembling chiseled stone. It also greatly stiffens the stock. The rolls are steel and corrugations cut therein of any size desired. It can be run by either hand or power. The rolls can be opened and closed perfectly parallel with each other by means of a hand wheel.

Size of rolls required, depends on the style of crimp wanted.

"Let us know your requirements."

The Brown Boggs Co., Ltd.

Hamilton, Canada

Tinsmith Tools, Sheet Metal Working Machinery, Dies, etc.

Western Representatives:

Messrs. Bissett & Loucks,
Winnipeg and Edmonton



Fires the first
shot first

"You
can't
forget
to make
a Colt
Safe"

Colt **AUTOMATIC
PISTOL**

A Colt is **S**AFE AGAINST ACCIDENTAL DISCHARGE.
SOUND IN QUALITY AND WORKMANSHIP.
SURE IN GETTING RESULTS.

Colt Automatic Pistols and Revolvers are recognized throughout the world as leading in the battle for supremacy.

Catalogue showing many models in calibers .22 to .45 will be sent upon request by

COLT'S PATENT FIRE ARMS MFG. CO., Hartford, Conn., U.S.A.

OR

A. MACFARLANE & CO., LTD., Coristine Building, Montreal



Curling Season Almost Here

Soon your club members will need their supplies. Get full information regarding our "Kay's Excelsior" Red Hone Stones.

Old Curlers know the true-running qualities of "Kay's Excelsior" Red Hone Stones. You can show these to younger curlers with your samples.

THOMAS BLACK

76 LOMBARD STREET

WINNIPEG

ALFRED WILLIAMS

SHEFFIELD, ENGLAND

TRADE-MARKS:— ✠ EBRO ✠

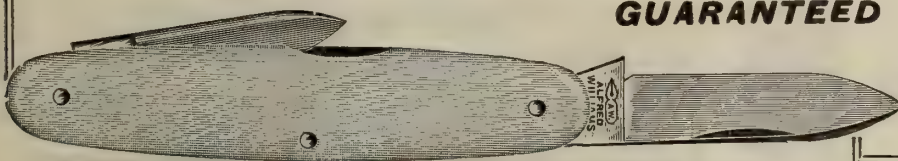
Pen  Brand

**ATTRACTIVE
PROFITABLE
GUARANTEED**

CUTLERY

For Canadian Market

Sold by Hardware Jobbers



NICHOLSON MADE FILES

World- Standard Files

Do you know why NICHOLSON-MADE-FILES are recognized as the File Standard the world over?

Because NICHOLSON - MADE - FILES never vary from their high standard of materials and workmanship.

We make but one grade — the best we know how after 50 years spent in the business. Your customer knows the NICHOLSON-MADE-FILE he buys to-day will be just like the ones he bought before. The same fine "feel"—the same smooth "draw"—the same tough, unyielding steel—a cut that's the best adapted for his class of work.

Customers continue to demand NICHOLSON-MADE-FILES. And Nicholson dealers find it pleasant and profitable to supply the demand.

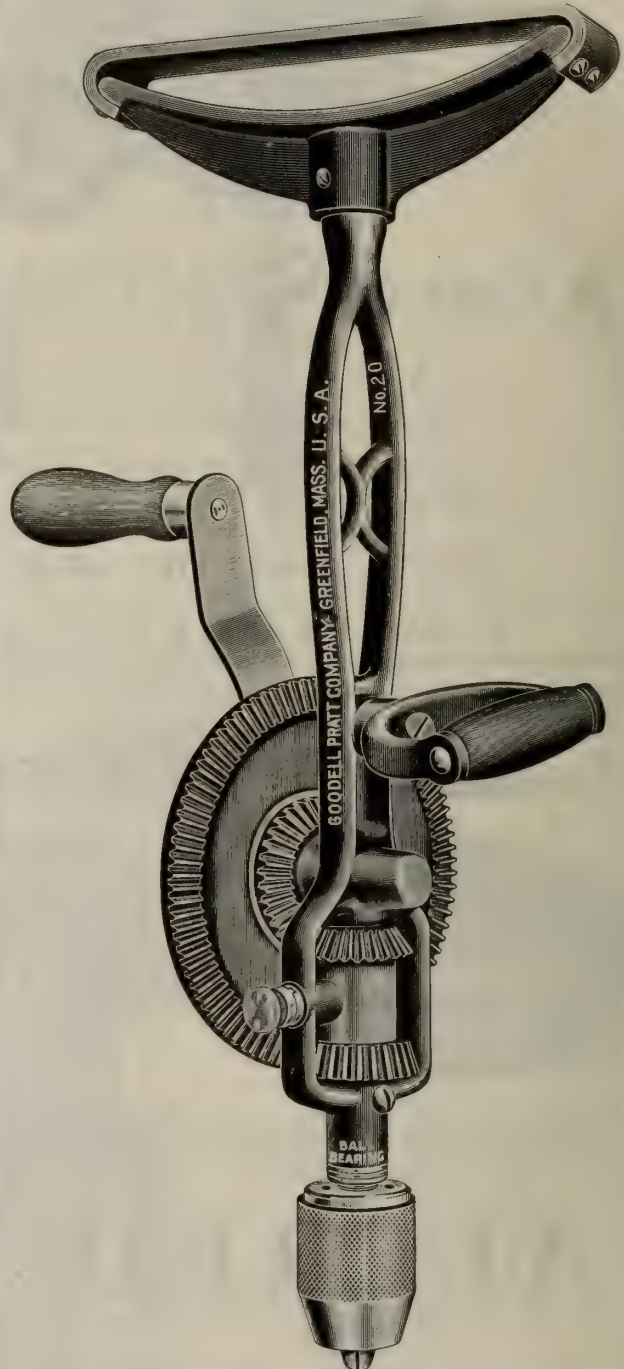
Brands:

**Kearney & Foot
Great Western
American
Arcade
Globe**

NICHOLSON FILE COMPANY
Port Hope, Ontario.

Goodell-Pratt Company

Just one member of the family.

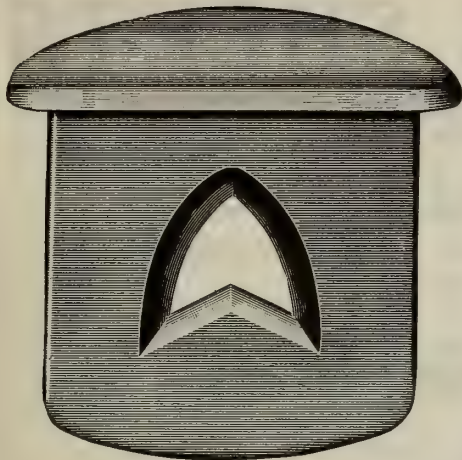


Compare Goodell - Pratt tools with other tools.

"There is no comparison"

GREENFIELD

MASSACHUSETTS



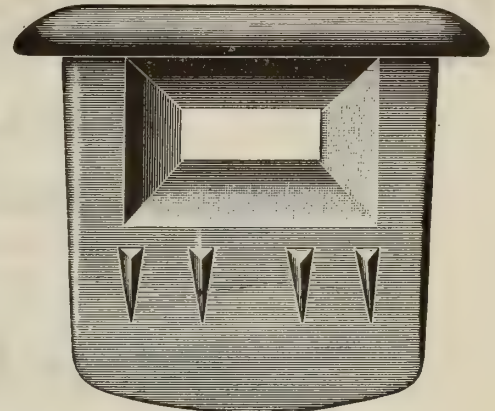
No. 1

Axe Wedges

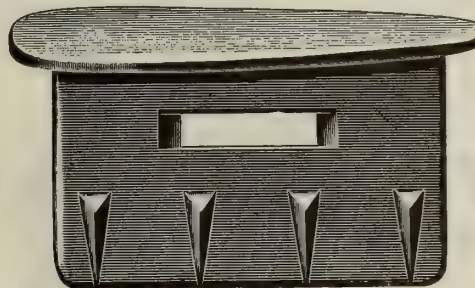
Malleable Iron

Illustrations full size.

Plain finish.



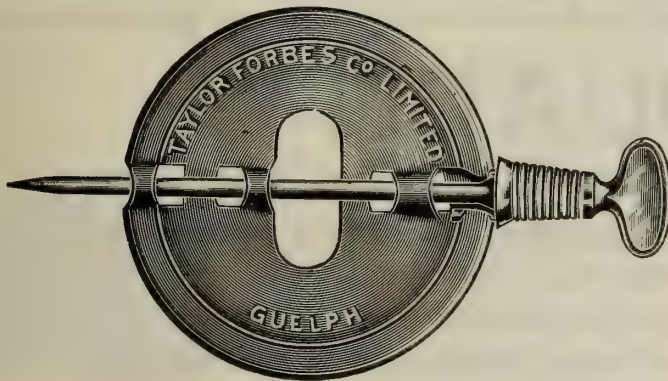
No. 2



No. 3

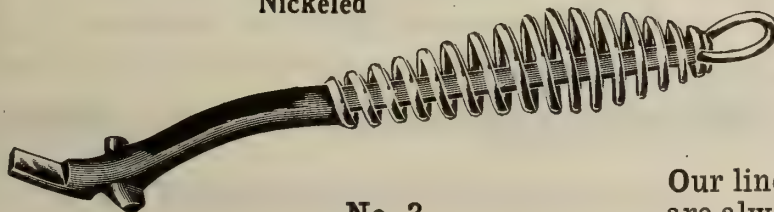
Sovereign Stove Pipe Damper

4, 5, 6, 7, 8 inch. Nickered Handles Only.



Stove Cover Lifters

Nickered



No. 3

Sovereign Extension Fire Back

Adjusts in width from 4½ to 7 inches. Adjusts in length from 15 to 20 inches.

To fit in stove drive out the extending length and width, after putting the back in place in stove, then drive the wings out as far as they go behind the legs of the stove.



CLOSED



Specify these lines when ordering from your jobber. If he cannot supply them, write us direct and you'll get quick delivery.

Our lines leave a good margin for profit and are always reliable.

Taylor-Forbes Co., Limited *Head Office and Works:* **Guelph, Ont.**

BRANCHES AND AGENTS:

Taylor-Forbes Co., 246 Craig St., Montreal.
Canadian United Mfrs. Agency, London, Eng.

Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.

H. G. Rogers, 147 Prince William St., St. John, N.B.
H. F. Moulden & Son, Travellers' Bldg., Winnipeg, Man.

RUST-RESISTING SHEETS

BLACK and GALVANIZED

Actual service tests prove that the so-called "pure irons" do **not** give additional service on account of their alleged purity. The most durable rust-resisting sheets produced to-day are made from

Keystone Copper Bearing Steel

Absolute service tests—not theories—have proved this to be a fact. Send for pamphlet with illustrations and convincing proofs—also ask for prices and full details.

B. & S. H. THOMPSON & CO., LIMITED

Transportation Building
MONTREAL

Traders Bank Building
TORONTO

SELLING AGENTS FOR EASTERN CANADA:

UNITED STATES STEEL PRODUCTS COMPANY

NEW YORK, U.S.A.

Branch Offices, WINNIPEG and VANCOUVER



INDIVIDUALITY—



No. 1119}
Electric List,
Complete,
\$45.00

One of Our
Latest

in attractive and durable fixtures—to harmonize with any style of architecture or interior finish. Our facilities for manufacture are unexcelled and you will find our prices right.

Special attention given to contracts



SEND FOR OUR LATEST CATALOGUE.

LET US KNOW YOUR REQUIREMENTS.

The JAMES MORRISON BRASS
MFG. CO., Limited

ELECTRICAL GOODS DEPARTMENT

89-97 West Adelaide Street TORONTO, ONT.



Christmas Tree and



Decorative Lighting Outfits

for use with batteries
or
on house current.

New Unbreakable Sockets also

Fruit, Flower and Figure Lamps for use with these sets. Now is the time to order to insure deliveries.

Write for descriptive circular and prices. We are also headquarters for the famous "FRANCO" Wireless Flashlights and Radio Batteries.



Interstate Electric Novelty Co. of Canada Limited

220 King St. West

TORONTO

ONTARIO



HORSE-SHOE BRAND WRINGERS

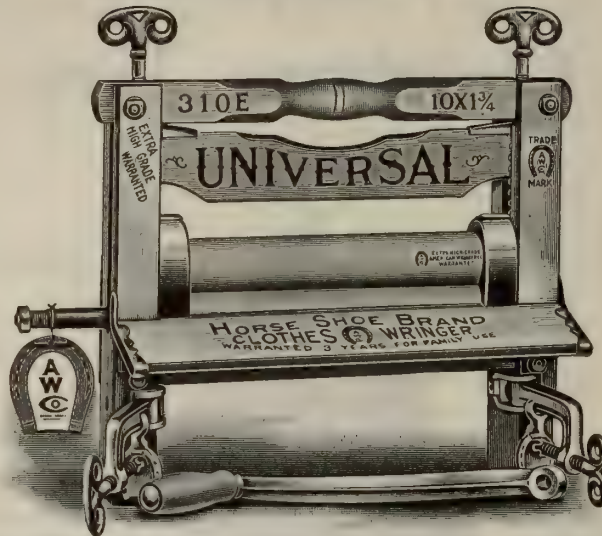
WARRANTED as to quality.

WARRANTED to give satisfaction.

WARRANTED as to price.

Plain Bearings
and Steel
Ball Bearings

Enclosed
Cog
Wheels



Plain Bearings
No. 340E
" 341E

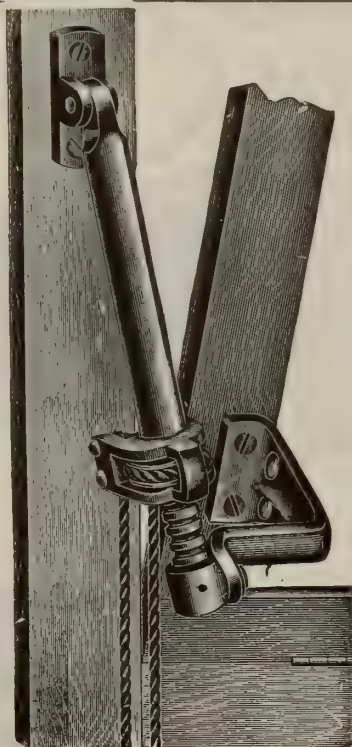
Steel Ball Bearings
No. 360E
" 361E

Size of Rolls
10 x 1 3/4 inches
11 x 1 3/4 inches

WE MAKE THE LARGEST VARIETY OF WRINGERS IN THE WORLD.

Send for our new Price List.

THE AMERICAN WRINGER COMPANY
NEW YORK CITY, U.S.A.



ESTD
1809

EVERED

& CO
LTD

MANUFACTORY: Surrey Works, Smethwick, Birmingham, England
SHOWROOMS: 30-35 Drury Lane, London, W.C.

MANUFACTURERS
OF EVERY DESCRIPTION OF
Builders, Cabinet Makers and Furnishing
BRASS FOUNDRY
LIGHTING FIXTURES
METALLIC BEDSTEADS

Brazed Brass and Copper Tubes, and Brass Cased Tubes

10067. Evered's "Everedy II." Patent Fanlight Opener. For opening and closing any type of Fanlight, Skylight, Casement, etc., of either hand, without removal of parts, or any alteration, except the turning of riveted joints. No loose parts to get mislaid. Projects 2 in. only when closed. Fixing screws wrapped with each.

Starrett Tools

Our new machinists' tool boxes make a good staple and an excellent Christmas special



WE know that there already exists a considerable demand for our machinists' tool boxes for high-grade mechanics, because it was only after repeated suggestions from them that we decided to put on the market chests bearing our name. These are bound to be a live asset throughout the year.

They are also particularly well suited for Christmas presents, and dealers are urged to display them prominently for that purpose.

Their convenient design makes them an important aid to personal efficiency in the shop, while their rugged construction and handsome appearance make them durable and attractive.

They are made in three grades, selling for \$18.00, \$14.00 and \$9.25 respectively.



Our Special Bulletin describing these is sent free on request. Also ask us for supply of Catalogs No. 20M.A. to distribute to your customers.

DON'T FORGET THE BIG SHOW WINDOW CONTEST—WRITE FOR PARTICULARS

The L. S. Starrett Company

World's Greatest Tool Makers

Athol, Mass.

NEW YORK

LONDON

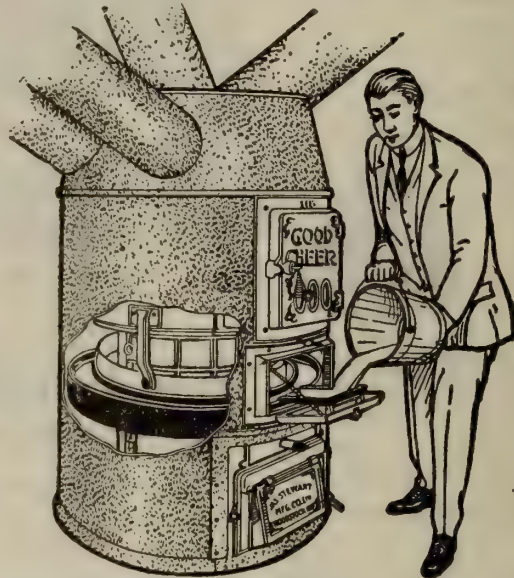
CHICAGO, ILL.

42-383

LISTEN!

The COMMISSION OF CONSERVATION, OTTAWA, in their October issue of "Conservation of Life," and the DEPARTMENT OF PUBLIC HEALTH, TORONTO, in its September "Health Bulletin," state that

"Whatever the method of heating may be, IT IS IMPERATIVE that provision be made for having the air sufficiently charged with moisture," and also, that "Small Reservoirs for heating water have been attached to the furnaces, but these are rarely kept full, and even if they are, THEY ARE NOT AT ALL ADEQUATE."



As An Up-to-Date Furnace Man

can you, in the face of such authoritative utterance as the above, maintain to your customer that that dinky little waterpan of the furnace you are handling is sufficient for the purpose?

"THE GOOD CHEER" WITH CIRCLE WATERPAN

the Warm Air Furnace which, for several years past, has shown what real heating is, has a waterpan surrounding the firepot, and holds from four to six gallons, according to size of heater. This is where the waterpan should be, and of the size necessary to requirements, so do not be misled by imitations, but line up with other progressive dealers by handling the "Good Cheer."

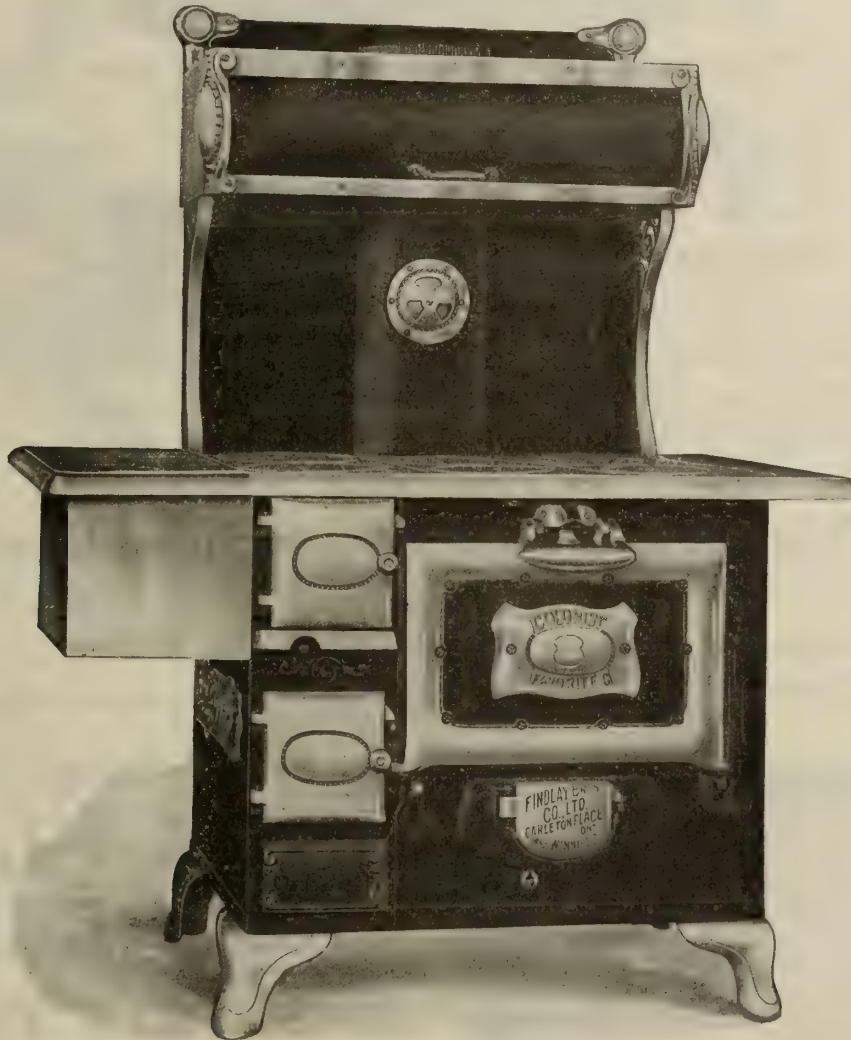
CATALOGUE AND PRICE LIST ON APPLICATION

THE JAMES STEWART MFG. COMPANY, Limited
WOODSTOCK, ONT.

Western Warehouse, 149-151 Notre Dame Avenue East, Winnipeg, Man.

The COLONIST FAVORITE "C" is the neatest, brightest and best six-hole STEEL RANGE on the market for the money.

It is a compact and attractive Range and is built with a view of giving the most complete and modern Range at the lowest possible cost.



Can be Fitted to Burn Coal Only, Wood Only, or Both if Desired

The Covers, Centres and Fire-Box Linings are extra heavy. The BODIES are made of Bessemer Steel. The Left-Hand Contact Reservoir is made of PLANISHED COPPER, and will hold seven Imperial Gallons, and can be attached or detached at will without the removal of a bolt. Made in two sizes, with 16" or 18" Ovens, and with 8" or 9" Covers, as desired.

LOOK AT THE CUT. LOOK UP THE PRICE. ORDER A SAMPLE. EXAMINE IT. THERE IS NOTHING BETTER MADE AT THE PRICE.

FINDLAY BROS. COMPANY, LIMITED

Head Office and Works, CARLETON PLACE, ONT.

Branch House - - 260 Princess St., WINNIPEG

Wholesale Jobbers for N. Alberta: REVILLON WHOLESALE LIMITED, Edmonton

Distributing Agents:

For Southern Alberta. D. V. COPE & CO., Calgary; For British Columbia, GEO. D. HORSMAN, Vancouver

"W & B" Pipe Wrenches



WOOD HANDLE GRIPS—Length Open 6 to 14 Inches



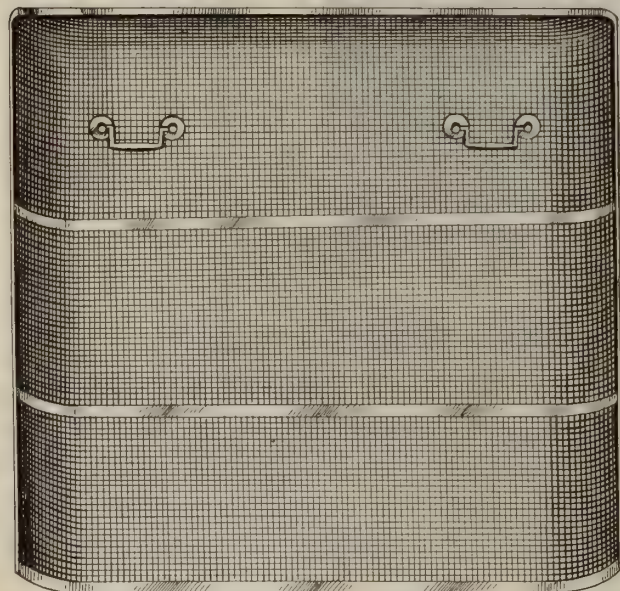
STEEL HANDLE GRIPS—Length Open 18 to 48 Inches

These Wrenches are extra strong, frames well proportioned. The jaws are Drop Forged and tempered, giving them strength to resist the most severe strains.

Add this line to your stock of "W & B" Wrenches. We manufacture a complete line of Screw and Drop-Forged Wrenches shown in catalog No. 82, supplied on request.

The Whitman & Barnes Manufacturing Company

Established 61 Years
ST. CATHARINES, ONT.



We are Headquarters for **FIRE-PLACE SCREENS**

SAFETY FIRST

We make a Complete Line of Fire-Place Fittings.

Our stock sizes are standard. This is a seasonable line and every hardware dealer should see that he has an assorted stock.

Send for a copy of our new Catalogue. This is a splendid line for Christmas Trade.

Canada Wire and Iron Goods Company, Hamilton

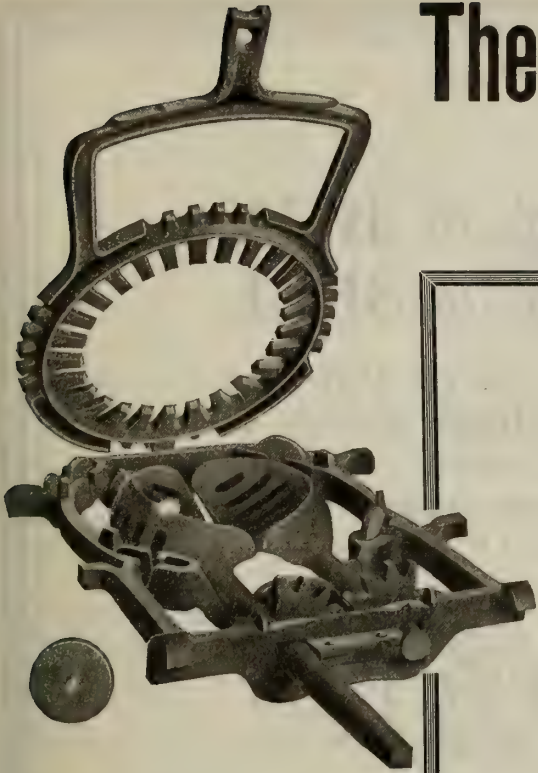
"Specify our Black Fly Screen Cloth when placing your order for next season."

ENQUIRIES SOLICITED.

REPRESENTATIVES: H. B. Clarke & Son, Halifax, N.S. D. Philip, 138 Portage Ave. East, Winnipeg, Man. F. Sara & Co. of Alberta, Ltd., Calgary, Alta. R. A. Ogilvie, P.O. Box 856, Vancouver, B.C.

The KIR-BEN Furnace Grate

is entirely different



Roller Bearing Duplex Type



KIR-BEN Furnaces will widen your field for furnace sales — you should get them now and boost them hard.

Our catalog points out many other important features — it's yours for a postcard.

Predominating Features:

The only grate that will always work freely and remove the ashes from the outer edge of the firepot without disturbing or wasting the live coals in the centre.

This entirely does away with the sifting of ashes, necessary with all other styles of grates.

No Balls to fall out or no bolts exposed to fire.

The Annular Grate Ring, as shown on raised part of illustration, requires no clips or bolts to hold it in place or bar across front of ashpit to hold up shaker, and it is perfectly balanced.

KIR-BEN Roller Bearings are heavy (3" diameter). They're made of high-grade pig iron — high in carbon and low in sulphur.

KIR-BEN Duplex Grate Bars have their cogs near the front instead of the rear, which relieves the shaker bar of all strain.

There is no possibility of air leakage through ash-pit door when closed, because the Grate Bars do not project through it.

No light feet or arms to break in the grate frame.

Grates slide in and out on an **incline track** and can be removed without touching a bolt or bar.

Grate Track and Ash Pit are in **one piece**—no chance for dust leakage.

Grates are shallow, which permits the use of a larger ash pan.

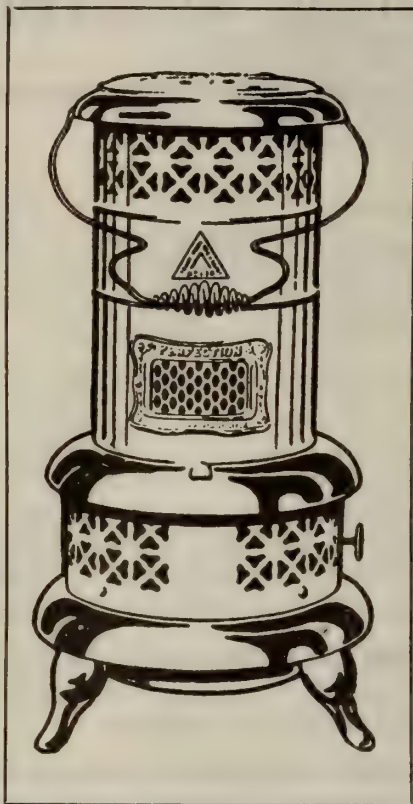
KIR-BEN Duplex Grate gives more grate surface for the same size firepot than any other grate.

**Kir - Ben Agents are protected by
Patents Numbers 138886 and 154565.**

Kir-Ben Agency is the Best

KIR-BEN, Limited

Almonte, Ont.



EASY *to* BUY EASY *to* SELL

YOU can get Perfection Oil Heaters quickly, in any quantity, from any of the main stations of the Imperial Oil Company. That is one reason why the

PERFECTION
SMOKELESS OIL HEATERS

are the best heaters to carry.

But an even better reason is that Perfection heaters are already half-sold when you buy them. The Perfection heater is being widely adver-

tised in magazines and in local newspapers and farm publications that your customers read every day. This advertising is creating a vigorous, widespread demand. You tap that demand and turn it into easy, profitable sales as soon as you put a Perfection Smokeless Oil Heater in your window.

Are you ready for the business our advertising brings? Illustrated catalogue and prices on request.

THE IMPERIAL OIL COMPANY, LIMITED

Toronto
Ottawa
Halifax

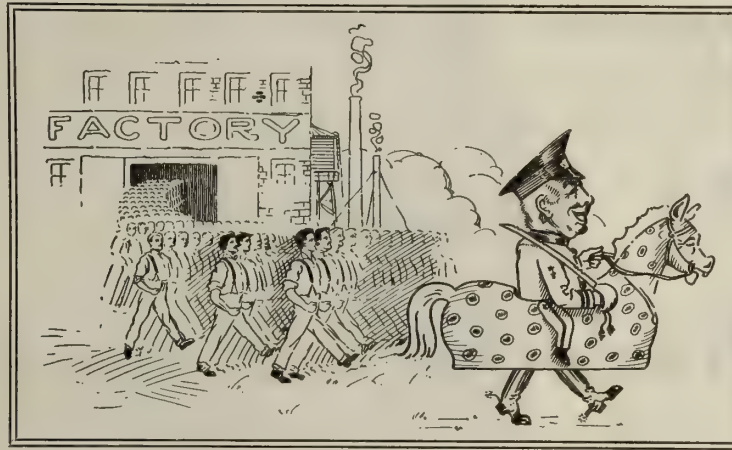
Montreal
Quebec
St. John



Winnipeg
Calgary
Regina

Vancouver
Edmonton
Saskatoon

MADE IN CANADA



The Great Army of Labor

There's a great Canadian Army that needs your support these days, Mr. Dealer. And that's the Army of Canadian Labor.

We Canadians have a humble part to play in a great fight for the Freedom of the World. We are sending soldiers as quickly as they can be got into shape. We are sending money, wheat, flour, cheese and so on, to feed our troops and those who will suffer most because of this great fight.

All this is going to cost a great deal of money. And you and I and the great Army of Labor will have to pay this money.

That's our part in the fight.

We manufacturers must not close down or throw men into idleness. On the contrary we must make even more strenuous efforts to keep intact the Army of Labor. We must go after business as we never did before.

This we are doing to the best of our ability. And you, Mr. Canadian Retailer, are the hinge on which the success or failure of this movement swings.

Every time you effect the sale of an article "Made in Canada" you hasten the success of the Army of Labor and the soldiers at the front. Every time a foreign article is sold in preference to a home-made one, that is a gain for the enemy.

This war-nightmare that the whole world is suffering under to-day has at least brought two benefits to Canada:

- 1st.—It has shown us that we were borrowing money only for the purpose of paying for foreign goods and foreign labor, at the expense of our own Army of Labor.
- 2nd.—That the Canadian Army of Labor is a capable, efficient, resourceful organization that can make goods as cheaply and as well as any foreign army, nine times out of ten.

Gurney-Oxford Stoves and Ranges are
"MADE IN CANADA"

THE GURNEY FOUNDRY COMPANY, LIMITED

Established 1843



TORONTO

CANADA



The Canadian Dealers' Opportunity !

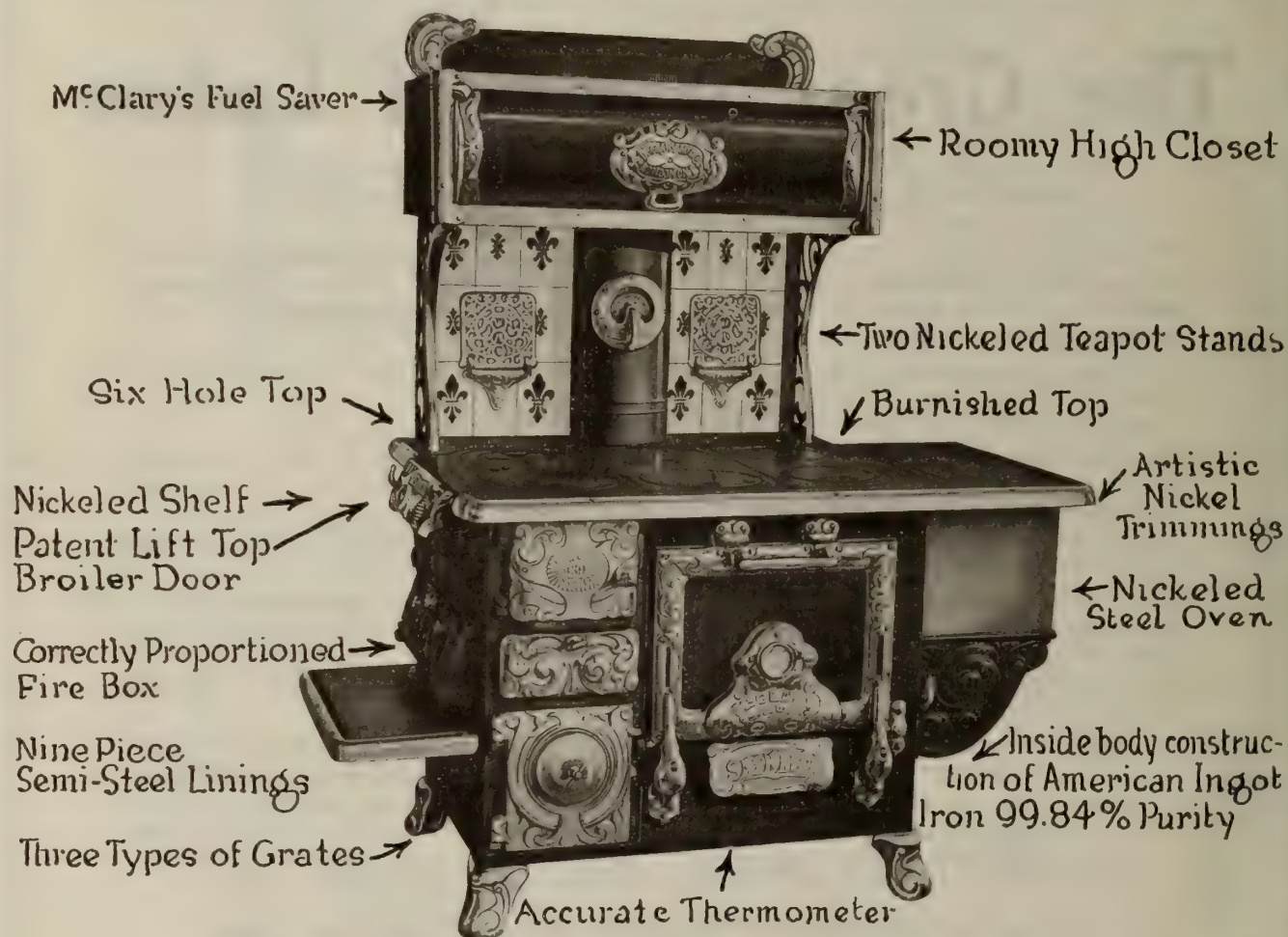
Consumers are rapidly responding to the "Made in Canada" campaign, because they realize the superiority of Home-Made Goods. Place a

McClary's

"MADE IN CANADA"

Sask-Alt Range

on display—it will quickly demonstrate this fact to you.



The Thermometer feature makes friends everywhere—heat in oven told at a glance—no bother of constantly opening oven door—shows exact moment when fire may be reduced or increased—no unnecessary waste—economy—satisfaction from good baking results, with minimum anxiety. Ask us for circulars and particulars.

McClary's Ship Quick.

McClary's

LONDON
ST. JOHN, N.B.

TORONTO
HAMILTON

MONTREAL
CALGARY

WINNIPEG
SASKATOON

VANCOUVER
EDMONTON

Huronic Warm Air Furnaces

*For Anthracite Coal,
Bituminous Coal,
Wood or Coke.*

Radiator and Combustion Chamber are combined in one. Radiator is very large, showing a **triple radiating surface** consisting of two inside radiating surfaces and one large outside radiating surface. The flue is horseshoe-shaped, the air supply passing up through it. This affords an unusually large area of surface exposed to the direct influence of the products of combustion—and means efficient

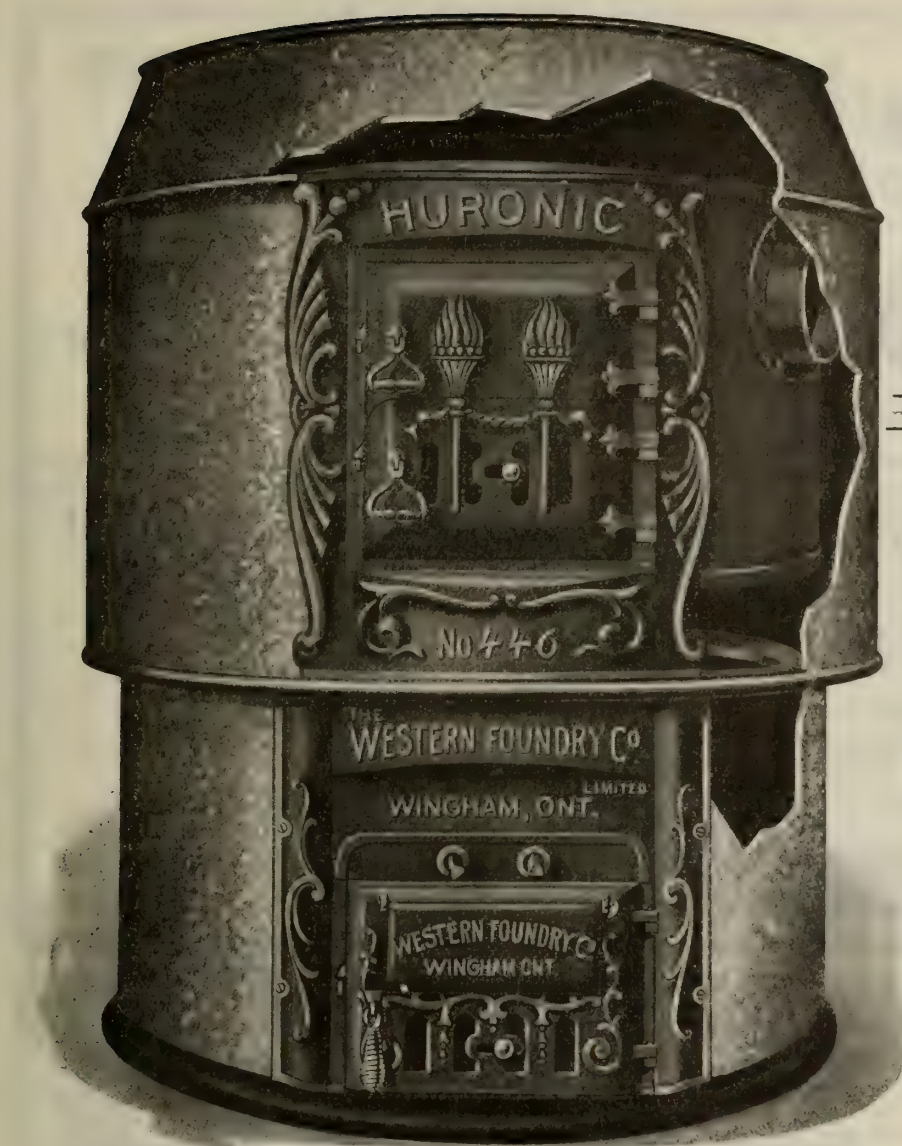
heating at an economy of fuel.

Radiator has solid grey iron dome, extra large fire door, interchangeable smoke-pipe connections, one-way fire travel, no dead ends, and is easy of access for cleaning both front and back.

Grates are of the original patent triangular revolving pattern. The bars are strong and make it easy to get the fire free from ashes and clinkers. After running for months, the grate surface will be entirely free from clinkers, thus giving the furnace a continuous maximum heating capacity. There is no dead space around fire-pot. Easily replaced without dropping the fire; unobstructed grate area.

Fire-pot is sectional, and of proper weight to ensure the longest possible life if properly taken care of. Full-sized. Deep Ash-pit.

Write for full description and our proposition.



The fine, smooth castings are the result of the best workmanship and the highest grade of pig iron. No scrap iron is used.

This furnace is quite low, and is, therefore, especially **useful in low cellars**. It is very easily mounted and will save the dealer much time and annoyance. We offer in this type a furnace that is very **powerful, economical and superior** in all points to any other make of furnace.

**The Western
Foundry Co.,
Limited**

Wingham, Ont.

No. 671



NIAGARA BUTTER KNIFE



LEONORA BABY SPOON

Our SILVERWARE and TABLE CUTLERY

is very attractive in design and the finish has the artistic simplicity of the best modern craftsmanship.

This ware is high in quality and it looks it.

You'll make your Silverware and Table Cutlery department complain-proof, and very profitable if you handle our goods.

Write for full particulars.

The McGlashan, Clarke Co., Limited

Niagara Falls, Canada

Sales Manager: MR. N. F. GUNDY, 61 Albert St., Toronto, Ont.

If you want properly made and easy-fitting goods, send us your orders for

EAVESTROUGH, CONDUCTOR PIPE, ELBOWS, VALLEYS, RIDGE ROLL, SKYLIGHTS, VENTILATORS AND CORRUGATED IRON.

WE SHIP WHILE OTHERS ARE THINKING ABOUT IT.

WHEELER & BAIN

TORONTO



PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE

ONTARIO

MADE IN
CANADA



It's a Pink any-
way you take it,
and it's the best
Peavey made.

WE HAVE THE FACILITIES FOR TURNING OUT The Highest-Grade Baling Wire and Bale-Ties

at a reasonable cost—a baling wire that allows the dealer good profits and is certain to create enthusiasm among users.

Before placing your order, write us for prices and full information.

We also manufacture WIRE NAILS and STAPLES, O. & A. WIRE, WIRE BARREL HOOPS, ETC., each having a quality that is unsurpassed.



THE LAIDLAW BALE-TIE CO., Limited, Hamilton, Ontario

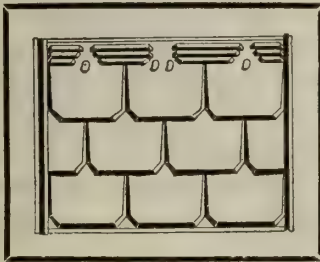
GEO. W. LAIDLAW, Vancouver, B.C.

HARRY F. MOULDEN, Winnipeg, Man.

"Metallic" Building Materials

Mean Profit and Reputation for You

There is no manner of doubt about that—hundreds of merchants gladly endorse the statement. Their own business experience has proven it true and they are doing more to spread the facts about the imperishable qualities of the "Metallic" line than all the advertising we could print. They know that "Metallic" products insure satisfaction and "Repeat" orders — and that there are a score and one uses for them.



"Eastlake" Steel Shingles

are made of the best grade of sheet steel and are heavily coated with zinc. They make the most economical roof from the standpoint of long service and require no painting or other protective treatment. Ask us to send you full particulars regarding "Metallic" Building Materials. Write now—it means money for you.

THE METALLIC ROOFING COMPANY, LIMITED

Manufacturers

TORONTO and WINNIPEG

ELEY

CARTRIDGES

ALWAYS RELIABLE



**LETHAL
BULLETS**



for use in Shot-Guns, enabling them to shoot as efficiently as rifles. Lethal Bullets shoot equally well in choke or cylinder barrels.

**.38
Automatic**



**.32
Automatic**



Eley .22
Long Rifle
"E" Brand
Blue Label



.25



*Sold by all Jobbers
throughout the Dominion.*

**Wholesale only:
ELEY BROS.
Canada, Limited,
North Transcona,
Man.**

**Eley
"Grand
Prix"**

Cartridge, loaded
with Eley (33 gr.)
Powder, Ballistite,
or DuPont Smoke-
less.



**Eley 5/8-in.
Deep-Shell
Gas-tight**

Cartridge, with
Steel Lining and
Steel Head, loaded
with Eley (33 gr.)
Smokeless or any
other powder to
order.





Two sizes, 18 and 20-inch ovens.

DAVIDSON'S PREMIER ROYAL

A well-constructed cast
range

A good baker and sells for a most
reasonable figure.

It's a real beauty.

Lasts for life.

There are mighty few stoves that can come anywhere
near it for style, finish and harmonious appearance.

Fire-box is extra large and will retain fire day and night
for 36 hours.

A single damper controls both fire and oven; a sliding
knob on top of stove enables operator to secure any degree
of heat required.

Easy to sell. Write for catalogue and prices.

The Thos. Davidson Mfg. Co., Ltd.
Montreal Winnipeg Toronto

Gas Companies and the Public demand
a Strong, Durable Gas Mantle with a
high candle power, and at popular
prices. The Trade can now absolutely
rely upon being able to supply such a
mantle in the Laddite.

Awarded
Gold Medal
Franco-
British
Exhibition
1908.

Mantles
made and
supplied for
oil, gasoline
air gas,
acetylene,
and light-
houses.



Full
particulars
of the
merits of
the Laddite,
together
with terms
for
wholesale
and retail
trade,
furnished on
application.

Millions of Laddite Mantles now in use
throughout Great Britain and abroad.

[Manufacturers under the "Laddite Process."]

The Hamilton Gas Mantle Co.
LIMITED
18-24 Ferguson Ave. N., Hamilton, Ont.

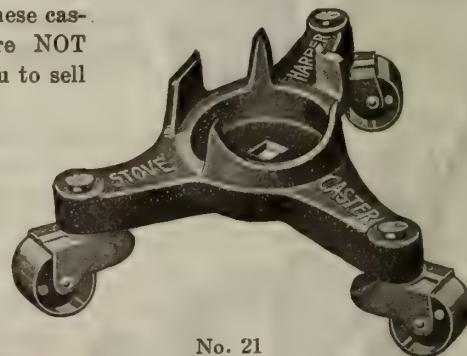
You can wheel the biggest stove
around in a jiffy

to where the customer can best see it
if you use

Harper Handy Castertrucks

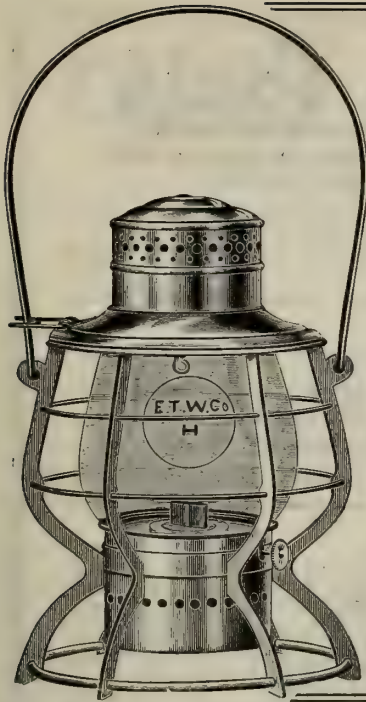
You no doubt have handicapped your stove sales at
times, by not being able to allow your customers to
look at all sides of a stove on account of its weight.
Remember these cas-
tertrucks are NOT
made for you to sell
—they are
for you to
use, and to
increase
stove sales.

They will
last you in-
definitely.



No. 21

Chicago Hardware Foundry Co.
NORTH CHICAGO, ILL.



RAILROAD LANTERNS

No. 15—A New Improved Pattern

With Inflexible Bail.

These Railroad Lanterns have a spring lock attachment that snaps down and holds the bail perfectly rigid. All railroad signals may be executed with the utmost ease and facility, and with no risk of the bail flexing.

By throwing the spring catch back, the bail again becomes free.

Notice where the ears are placed—low down. This balances up the weight, and enables the brakeman to swing the lantern at arm's length with much less muscular effort.

Also see the wind shield around the base of the globe, which insures a snug fit, and prevents the flame being affected by drafts from rapid swinging.

The No. 15 Railroad Lantern is the ideal for which brakemen, yardsmen, and railroad officials have been looking for years.

It has a solid, rigid steel frame, unbreakable, electric welded, coated with pure tin.

It has a font that can't drop off.

It has an ear that balances.

It has a bail that locks rigidly.

It has a globe that fits windproof.

It has a firm behind it that has been making Railroad Lanterns and supplying Canadian Railroads for nearly half a century.

It has the "WRIGHT" guarantee.

If you are interested in Lanterns—good Lanterns—for all purposes—Write us.

"Keep the wheels turning" for Canadian workmen by buying Canadian goods—which are better quality and better value than you could import, anyway.

E. T. WRIGHT CO., LIMITED

- HAMILTON, CANADA

CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts,	Plow Bolts,
Coach and	Track Bolts,
Lag Screws,	Square Nuts,
Tire Bolts,	Hexagon Nuts,
Machine Bolts,	Boiler Rivets,
Sleigh Shoe	Tinners'
Bolts,	Rivets, Etc.

TRADE



MARK

WROUGHT PIPE

Black and Galvanized, sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture
NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - MONTREAL

Talking to the Point—

CLASSIFIED ADS. get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads. are so productive of the best kind of results.

CLASSIFIED ADS. are always noticed. They are read by wide-awake, intelligent dealers, who are on the lookout for favorable opportunities to fill their requirements.

TRY A CONDENSED AD. IN THIS PAPER.



Stanley Tools

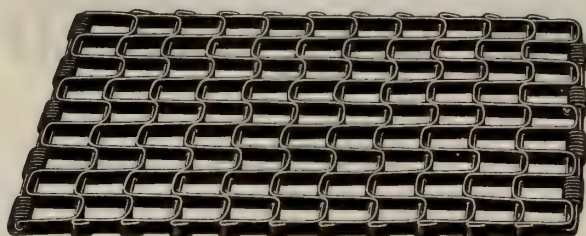
SIX REASONS WHY YOU SHOULD STOCK STANLEY METALLIC PLUMBS AND LEVELS

1. Their design is attractive and perfectly proportioned, which combines the minimum of weight with the maximum of strength.
2. The milling and other machine work is such as to secure absolute uniformity in the level stocks, whose top and bottom are perfect straight edges and parallel.
3. They are correctly made and will remain accurate under any ordinary condition of use.
4. They are easily adjustable.
5. They are reasonable in price.
6. The demand for them is well established.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

"Keystone" Flexible Steel Door Mats

Wear For Years



A big seller because there is nothing better for the purpose. Note the flexible construction; the wearing surface; then consider the material—non-rustable galvanized ribbon steel. Easily cleaned, exceptionally neat in appearance and priced right.

Our Descriptive Literature Gladly Sent Upon Request.

Your Jobber Will Quote You

Kuhne-Anderton Mfg. Co.

SOLE MANUFACTURERS

Port Hope, Ontario, Canada

DO you know of any hardware dealer, anywhere in Canada, who does not subscribe to Hardware and Metal?

If so, you will be doing him a good turn by giving us his name and address, so that we may send him a sample copy and order blank.

HARDWARE AND METAL

Canada's Only Weekly Hardware Paper
MONTREAL TORONTO WINNIPEG



Tortoise Heaters

We have a large stock of these stoves ranging in size from No. 2 to No. 6a. It will pay you to get our prices; also Oaks, Cast Ranges and other special Heaters.

A card will get the catalogue and prices.

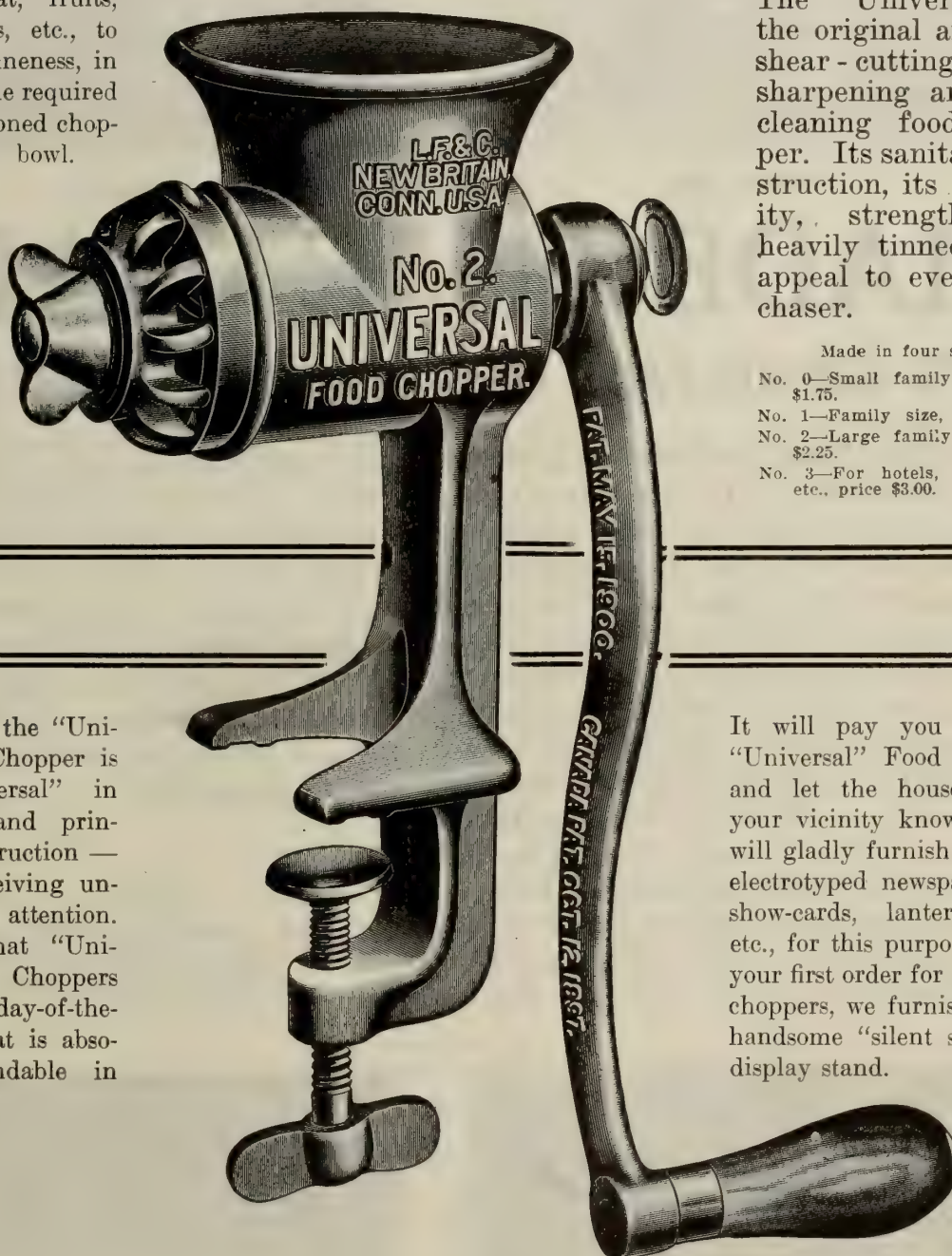
Specialty Mfg. Co.

Grimsby

DOES TWENTY MINUTES' WORK IN FOUR

Chops all meat, fruits, vegetables, nuts, etc., to any degree of fineness, in one-fifth the time required by the old-fashioned chopping knife and bowl.

Fifteen years of continued advertising on this point has created such an ever-increasing demand for the "Universal" Food Chopper that it is one of the most profitable of all household appliances to handle.



The "Universal" is the original and only shear-cutting, self-sharpening and self-cleaning food chopper. Its sanitary construction, its simplicity, strength and heavily tinned finish appeal to every purchaser.

Made in four sizes:

- No. 0—Small family size, price \$1.75.
- No. 1—Family size, price \$2.00.
- No. 2—Large family size, price \$2.25.
- No. 3—For hotels, restaurants, etc., price \$3.00.

Every part of the "Universal" Food Chopper is strictly "Universal" in workmanship and principle of construction—each detail receiving unusual care and attention. This means that "Universal" Food Choppers give an every-day-of-the-year service that is absolutely dependable in every way.

It will pay you to stock "Universal" Food Choppers and let the housewives of your vicinity know it. We will gladly furnish you with electrotyped newspaper ads., show-cards, lantern slides, etc., for this purpose. With your first order for one dozen choppers, we furnish, free, a handsome "silent salesman" display stand.

For prices, etc., write to your jobber or direct to us.

UNIVERSAL

LANDERS, FRARY & CLARK
NEW BRITAIN, CONN., U.S.A.

UNIVERSAL



COLOR VATS.



PRESSES.

MADE IN CANADA

THE CANADA PAINT CO.'S RESOURCES---DRY COLORS

Paint is made to beautify as well as to protect. For this reason coloring pigments are most important materials in paint making. Uniformity in shade and fineness in dry colors is essential, and uniformity is only attained by the use of the right formulae, modern machinery and the best of raw materials with skilled workmen in charge at all stages of manufacture. The Canada Paint Co. is equipped with all modern facilities for the making of dry colors from start to finish. They are so situated that they can buy their

raw materials at most favorable prices. They use enormous quantities of dry colors in their "Prepared Paint" factories and this, with the large sale of Dry Colors to large users of such materials, means big output. Big output means they can quote most satisfactory prices on Dry Colors of the finest quality.


 TRADE MARK
THE CANADA PAINT CO.
 LIMITED
 PAINT-VARNISH & DRY COLOR MAKERS-LINSEED OIL CRUSHERS
 MONTREAL-TORONTO-WINNIPEG-CALGARY-HALIFAX
 OXIDE MINES-RED MILL-QUEBEC



GRINDING MACHINERY.



STOCK ROOM.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVI.

TORONTO, OCTOBER 31, 1914.

No. 44

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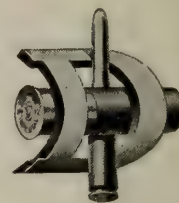
It is most important at this time of the year not to let your stocks run low.

See that you are well supplied with all sizes and loads required by your customers, and, what is just as important, be sure to specify Dominion Ammunition which sportsmen will demand. Entire shooting satisfaction results from the use of Dominion Shot, Shell and Cartridges.

Buy and Sell Dominion—the only Ammunition entirely made in Canada.



Dominion Cartridge Co., Ltd.
MONTREAL



O-Cedar Polish

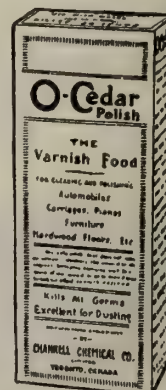
*A Wonderful
Varnish Food*



for cleaning and polishing floors, furniture, automobiles, etc. It is by far the most economical furniture polish, as it is used with water. Puts on a high, hard, lasting lustre, and does not leave a bluish cast and grimy surface. Contains no grease, mineral lye product or benzine. It is the only furniture polish that will not ignite.

Our extensive advertising campaign combined with the merits of this polish means big business for the dealer.

Write your jobber.



Channell Chemical Co., Limited

369 Sorauren Avenue,
TORONTO

HARDWARE AND METAL

Vol. XXVI.

OCTOBER 31, 1914

No. 44

A Mistake to Neglect Electrical Appliances

Cheap Power and Improvements of Inventors Have Created a Broad Field for Electricity as a Domestic Factor—Household Articles Which Make Suitable Christmas Gifts—Now is the Season to Launch Out.

Written for Hardware and Metal by E. Goode.

THIS age in which we live has been termed the electric age. Remarkable have been the strides in the development of this mysterious force which have been made within a single generation. The street car, the telegraph, the automobile, the electric light, the power dynamo and many other modern inventions stand as monuments to progress which scientists have made in harnessing and diverting a great power to human needs.

But it has only been recently that electricity has been brought into the household as a domestic factor—with the exception of the electric light and telephone. The harnessing of such natural powers as Niagara have been responsible for a spreading network of power lines over a great portion of Canada, and where there are not natural powers for development artificial power can now be supplied at comparatively reasonable rates. Not only has power been cheapened for lighting and manufacturing purposes, but it has become so conveniently available that electricians have turned their attention to the creation of appliances which will simplify domestic duties.

For a time electric toasters, broilers, cleaners, percolators, etc., were considered as luxuries—many dealers regarded them askance as a retail proposition. But the improvements of the different inventors and the cheapness of electricity has brought these different appliances within the reach of the average household and the hardware merchant cannot afford to neglect the department.

Not only does this apply to the cities, for there are now power lines running over many parts of the country and there is no reason why the farmer should not make his own toast on the breakfast table, or drink coffee made in a per-

colator just the same as his brother in town. There are probably some merchants who will take the ground that this is a new "fad" and that electrical irons or toasters will not come into general use. It might be pointed out, for example, too, that there were big carriage makers who would not consider the manufacture of automobiles—there were, but there aren't now; and so with many other business institutions which neglected to follow modern improvements and cater to the modern market. So the hardware man who does not in these days handle electrical appliances is not keeping pace with modern business.

Salesmanship Important.

But while there is a rapidly increasing knowledge of these modern inventions and likewise a growing demand, the success of the department will to a large extent depend upon proper display, advertising and salesmanship. Many people must still be educated to the strong practical recommendations of these appliances which as yet they may have regarded as playthings for the wealthy.

The merchant should make it a point to give ample display space for his electrical appliances. He should go further and demonstrate them if possible. A handy method is to have a connection near the counter so that in the event of a customer becoming interested in an article the current can be readily turned on and an actual demonstration given. Good work can also be done with the literature which the manufacturers are willing to supply with their different lines.

Figure Cost of Operation.

Another good idea is to be able to figure what the cost of operation is. To the uninitiated there would probably be an impression that a toaster or electric

iron, or any of the many other appliances, would be too costly. In this connection there is a great deal can be done by education. From the manufacturers an estimate can be secured of the amount of current consumed per hour, and from this an estimate can be made of the cost of operation on the basis of the rate in force in the community.

With a prospective customer satisfied that the cost of operation is not high—and it seldom is, with the low rates for power in force to-day in most communities—the way to a sale is cleared to a large extent for the advantages of simplicity, convenience and cleanliness are usually sufficient to overcome the objection of the initial cost.

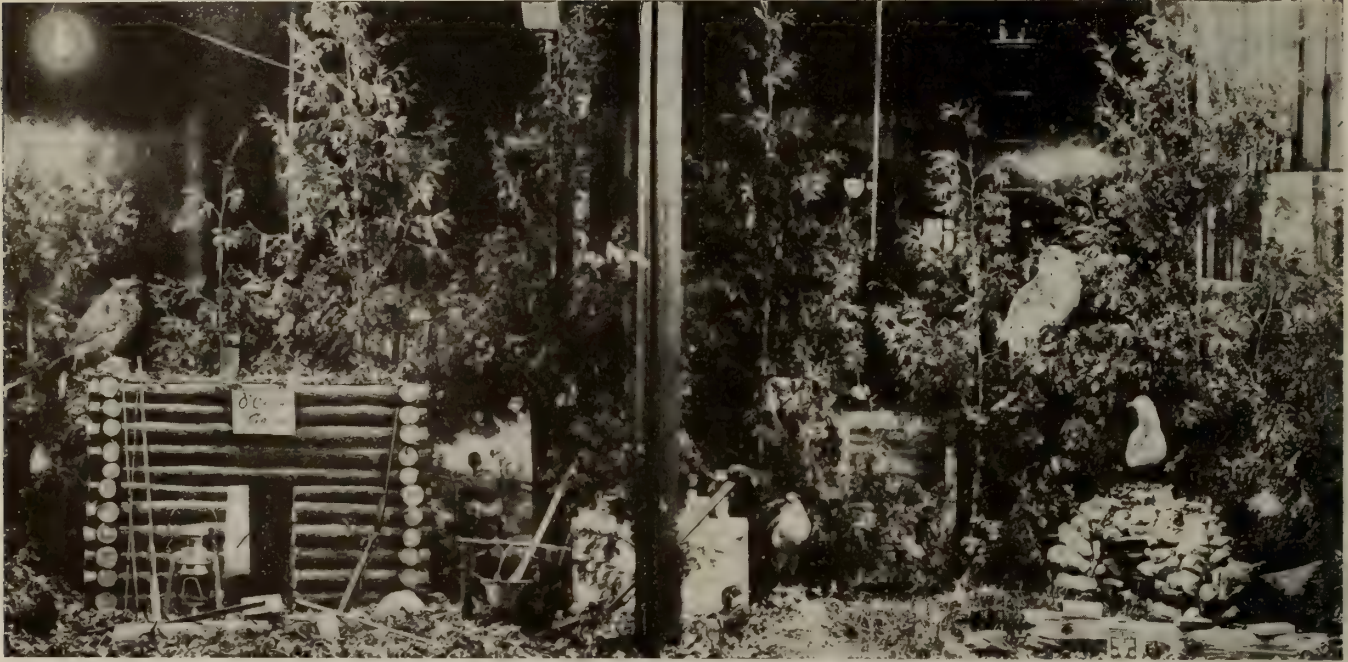
In the Christmas Trade.

There is no better season of the year than right now for the installation of the electric appliances department. Soon the holiday trade will be moving and of recent years there have been no more satisfactory gifts. People now-a-days generally buy a gift that has the recommendation of being useful rather than ornamental, and the electrical conveniences are not only useful but they are suitable for presents when many other articles under the useful head are hardly in good taste—an electric iron would be in good taste as a gift when a set of the old-fashioned iron would not; likewise one might give an electric percolator when an oldtime coffee pot would not be in place.

To Hang Up Sales Figures.

The merchant who has been reluctant about taking up this new department should try it out this Christmas. The wise hardware man is looking for good paying specialties at this time. Such
(Continued on page 50.)

Get a Crowd in Front of Your Window



A splendid hunting display which brought direct results.

The Hardware Man Who is Not Attracting an Attention With a Hunting Goods Window at This Time is Missing a Chance to Interest the Public When They Want to be Interested.

THE hunting window is one in which the selling force is not in any way lost, but is rather enhanced by an elaborate, artistic display. In fact, the more that is left to suggestion the more effective the window is likely to be. And there is no other display which can be made which presents greater possibilities for the introduction of effective backgrounds and decorations that can be secured at little cost.

From the standpoint of business, the chief recommendation of the hunting window is that it certainly draws the crowds. There is always a certain attraction in firearms if they are well shown and during the present season this interest is emphasized by the European war and the fact that anything in the nature of weapons of offence get a lot of attention. Go along the street of your own town or city and it is a good bet that where there is a little knot of people on the building line there is a hunting window—and if there is not such a window in your community somebody is missing an opportunity to create a good business influence.

Take the window which is shown in the accompanying photograph. It is a splendid effect from the window dresser's standpoint, and yet it has not been found necessary to crowd merchandise too much to the front. The point is that in a window of this kind it is rather to

get the force of suggestion more than anything else. Just as a man is attracted by the lure of the woods and the spirit of the chase rather than the mere discharge of a gun and the destruction of living creatures, so in the advertising display the idea is to bring before the hunter the impression of the woods, the falling leaves and the cool bracing autumn air, and not merely to show him a gun and a box of ammunition.

The display illustrated has been created at little expense. The whole background is of small cedar trees which can be secured by sending the driver on an afternoon excursion to the woods—when things are not very busy. On the floor grass looks good, but it is not necessary when there is an available supply of dried leaves which do very well. The stuffed game birds play an important part in the whole effect, but they are usually not hard to secure and can generally be borrowed from some one interested in taxidermy.

Details of the woodland scene will depend upon the ingenuity of the window dresser. A clever "spring" may be made with a pile of loose stones with a small rubber tube bringing a supply of water which trickles down, and forms a narrow stream, to some concealed pipe to carry off the waste. An old log buried partly in the leaves is effective, and a section of rail fence

could very easily be built in the trees and shrubbery.

A camp effect is very good for a window of this kind and can be simply arranged. It is not necessary to have figures, although they help considerably. A tent or a camp fire and some cooking utensils go a long way to complete the impression.



TO TAKE COMMAND.

St. John, N.B., Oct. 24.—Throughout the Canadian hardware trade there will be much interest in to-day's announcement that Coloel James L. McAvity, officer commanding the 62nd Regiment, St. John Fusiliers, has been appointed to command the New Brunswick, which is to be included in the second Canadian overseas contingent. Although he wired his services to the department at Ottawa immediately upon the outbreak of the war, Col. McAvity was not appointed to a post with the first contingent, but was kept in St. John in charge of the local defence. He has been active for some time in an effort to organize a New Brunswick regiment for foreign service, and the news of his appointment to the command of it in the European field will be received with popular approval. He has been manager of the iron and hardware manufacturing concern of McLean, Holt & Co. for some time.

Here's a Store Where There are No Rules

Goodwin's Limited, Montreal, Have No Rules for Employees—Believe in Developing Individual Responsibility—Customers Are the Bosses.

An interview with W. H. Goodwin, of Goodwin's Limited.

MONTREAL, Que.—(Special)—Books of rules for employees are quite common with a great many of the larger stores all over the country. Some have quite a volume, with rules bearing on many points that have relation to the policy of the firm and its attitude toward customers. Others content themselves with a set of "instructions to clerks" of perhaps a dozen or more subjects, while others again issue bulletins periodically on certain matters, of which it is deemed advisable to have the clerks informed.

For instance, it may be that clerks are required to be at work at a certain time in advance of the regular opening of the store. Possibly it is desired to inform clerks that they should not use the telephones during business hours, or that the elevators are for the convenience of patrons rather than for employees. There are lots of points covered in these books of rules, and there are lots of the rules that are not rigidly adhered to, as the framers of them know.

It was with the knowledge that such sets of rules differed in many cases, and with the idea of finding some points that might be helpful to other merchants that a representative of Hardware and Metal interviewed W. H. Goodwin, of Goodwin's Limited, Montreal.

"Our book of rules!" exclaimed Mr. Goodwin, in response to a query. "We haven't such a thing. We try to have every employee feel that they are part of an institution that is placed here to serve the people. We want everyone in this store to feel that they are individually responsible for the success of the enterprise."

Holds Rules as a Restraint.

"We stand for a principle; that the making of sales depends on having the right class of goods and an intelligent and competent service. Our clerks are given to understand that we expect them to do their best. We would not attempt to lay down any hard and fast rules for them to go by. We want them to develop their individual talents and to lay down a set of rules for them to go by would defeat the purpose aimed at. They would be thinking all the time, 'Am I working according to rule, or is this or that done as the rules say?', rather than considering, 'Am I giving this customer the best possible service?' Rules, to my mind, are a restraint, and they do not tend to bring out the hearty co-operation that the lack of them inspires."

How to Cure Lateness.

"We say to our young ladies, for instance, 'Our customers expect us to be here ready to serve them when the doors open in the morning.' It is evident then that if they come in a half hour or an hour late, they have not caught the proper spirit. If they are late they report to the superintendent of employees, and if they have a valid excuse for their tardiness, as they sometimes have, it is recognized. If it happens that a clerk is late several times, the superintendent will point out to them that we do not attempt to say what time they should get up in the morning or what time they should leave their homes. That is not our affair, but it

is expected they will be sufficiently interested in their work to be here when the public expects them. We have some employees who are so interested and enthusiastic about their work that we have to practically drive them out at night."

A Special Line For Each.

"What we would like to see is the work so sub-divided that every clerk would feel that they were especially responsible for some particular task or that they have special knowledge of one particular line of work. The buyer of the department should have his clerks so that he could go to them and ask their advice on what to buy and be prepared to purchase what they recommend. They are the ones who meet the people who buy the goods, and they should be in a better position to say what should or should not be purchased than anyone else. The work should be so sub-divided that a girl, for instance, can say 'I know all about collars, that is my specialty.' Then she is valuable to that buyer."

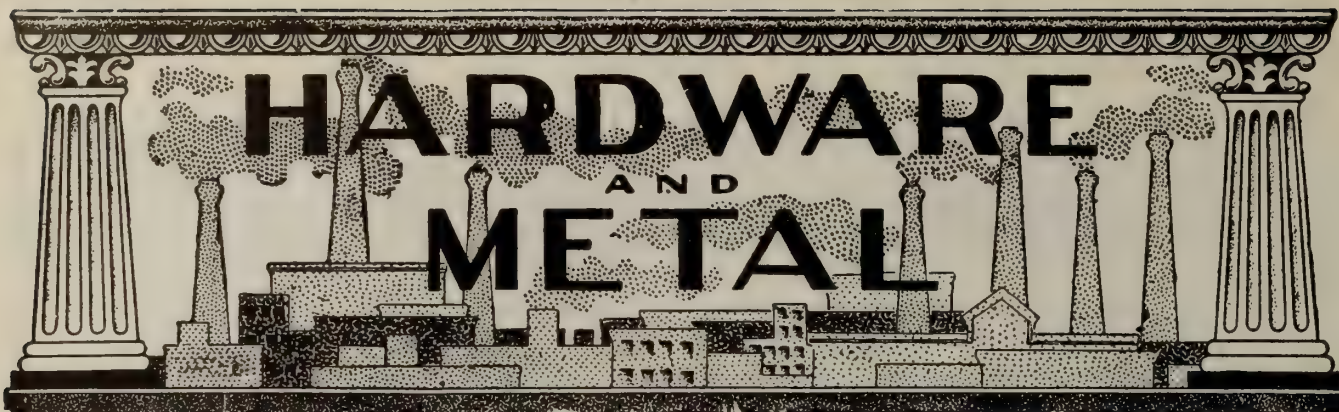
"We want our clerks to study out and understand the relation of one department to another and to catch the spirit that we are here to sell the people what they want. Only as we can interpret the demands of the people and sell them the goods they want to buy are we serving our purpose."

No 'Boss' in This Store.

"There is no 'boss' in this store. The people are the bosses, but even they have their limitations, for they must pay the price for what they want."

"No, we don't have any rules and we don't want any. We all have our duties to perform and it is for us, individually, to recognize our responsibility and to give the best that is in us to the carrying out of our work." It was remarked by the Hardware representative in the course of the interview, that the general offices had been removed from the top floor of the building to a space on the second floor. The offices are now situated along the front of the building, adjoining the dress goods, shoe and blouse departments. They are separated from these departments merely by a low rail, and all officials of the store may be easily approached and seen.

As for the reason for making this change, Mr. Goodwin said it was simply a recognition of the principle that there could not be too much "light." "People want to know all about everything and we want them to feel that we have nothing to conceal. We have no private offices in this building, except our board room. I have my desk here where anybody can see me without passing several boys with brass buttons, and it is the same with other officers of the company. We want the people and our employees to feel that we are all working together for the same end. We are here for the purpose of selling the people the goods they want. We endeavor to consider the welfare of the employees as well as the customers, and for that reason have our own hospital, with doctor and nurse who look after those needing their care."



The Situation

IF the Allies could gain a decisive victory or, better still, if the British fleet could get a chance at the skulking ships of Von Tirpitz and add another name to the glorious list of naval triumphs, an immense sigh of relief would go up from all parts of the Empire. And the relief thus achieved would serve as a great incentive to renewed commercial activity. All that is needed is some tangible proof of the certainty of the success of our arms to create a complete and general feeling of optimism.

But is not the situation just as good as could be expected?

At the beginning of the war there was a pretty well defined fear that the Germans would win the first round by capturing Paris and that Britain's work would be to drive them out of France. If, on that fateful day of August 4, it had been possible to announce that after three months of fierce fighting, the great armies of Germany would be fighting a defensive battle on the borders of France, that the British fleet would have scored an almost bloodless triumph by sweeping the commerce of the enemy from the high seas, the feeling of apprehension that lay at the back of every mind would have passed instantly.

That is what has happened. Is there not every reason to feel confident?

It follows that we should direct our business affairs with all the confidence that the progress of the war warrants.

The War Cost

WE must be ready to pay our share of the war cost. Although the tariff changes inaugurated at the last session of parliament to meet conditions arising out of the war have produced the estimated increase in revenue, the fact remains that general revenues have fallen off. In addition, the Government is under a very heavy expense in the equipping and maintaining of troops and the fact is now pretty well established that fresh measures will have to be adopted to make both ends meet. It is too early to say what steps the Government will take, but it is stated that a further tax may be imposed on articles which would come under the heading of luxuries. Whether this would be sufficient to meet the extraordinary costs of the war is a question.

It is a fact, however, that Canadians must be prepared to pay a still larger share of the cost of the

war. It will be our duty to accept such measures as are deemed necessary with cheerfulness.

Collections Are Good

A NOTEWORTHY feature of our market reports this week is the fact that the statement comes from all quarters that collections are good. This is proof positive that the trade is in a solid position fundamentally and that, taking it all in all, business cannot be anything but reasonably satisfactory. Reports show that in the country sections particularly, business is good and little or no difficulty is experienced in making collections. Even in the cities, where business undoubtedly has suffered through the growth of unemployment, there is not undue difficulty felt in securing payments.

German Stocks

IN our denunciation of Germany and Austria and all their "works," we must be careful not to do an injustice and create a severe commercial loss for loyal Canadian interests through a blind failure to discriminate between the past and the future. The Canadian Government, quite properly, has issued a warning against the attempt to import goods from the factories of Britain's enemies, lest in so doing we may lend aid to the hostile forces that are warring against us. For a similar reason it is considered treasonable to forward money to Germany, even in payment of legitimate accounts, and a distinction is being made in England between paying accounts for past orders of German-made goods where the money will be transmitted to that country, and cases where agents of German firms would themselves receive the sums for use in England.

But what of the large class of jobbers and retailers who, before the war, purchased their season's supply of toys and many other German goods? Why should these be penalized through a campaign against German goods? Why make the punishment retroactive to the serious loss of innocent business men? Why should wholesalers and retailers be compelled to throw this portion of their stock into the scrap heap just because, months before August, 1914, they bought these in good faith from a people that were apparently zealous upholders of the world's peace and before any cloud of war, even "the size of a man's hand," had appeared on the horizon.

In view of public feeling it would be running into certain disfavor to flaunt goods as "German-Made" before a public, righteously indignant at atrocities

committed under the aegis of that flag, but no merchant should fear to display these goods for sale and reap a fair profit. It is certain that even the end of the year will not see the disposal of all the stocks of "*ante bellum*" goods. Hence, wherever a local campaign would seem to include harmless stocks such as have been mentioned, merchants should seek the co-operation of the press to place the situation in a fair light before the public.

There is another point of view that may as well be referred to here. The Department of Trade and Commerce is making a commendable effort to encourage a development of Canadian manufacture along lines that would replace goods heretofore secured from "enemy countries."

The Government, on their part, should make a definite pledge to the manufacturers of a guarantee of protection for a period of years such as will ensure the firm establishment of factories to produce these goods in Canada. Without such a pledge of permanency Canadian manufacturers may be deterred from venturing into a field that they may well feel would be snatched away from them shortly after the end of the war under conditions that gave Germany a pre-emption in so many lines for years before hostilities broke out.

Editorial Briefs

THE SAD PART of it is that the pessimists never enlist.

* * *

COURTESY IS A necessary attribute to any one dealing with the public.

* * *

WITH THE COOLER weather coming thoughts should be turned to the winter selling lines.

* * *

GET THE Christmas campaign started. Christmas presents will be bought "as usual" this year.

* * *

IT SURELY SUGGESTS stagnation when a window display is left too long to the view of the public.

* * *

BUSINESS is going on "as usual." Looking back it does seem queer that we let ourselves get that panicky feeling.

* * *

WE DON'T desire to appear blood-thirsty, but there certainly are a lot of people pulling for the prophecy of Madame Thebes.

* * *

WORK HARDER than ever, think harder and oftener, put more willingness into everything you do. This will help even in times of fear and uncertainty.

* * *

IF THE WAR had not broken out, Canada would now have been enjoying again the full swing of prosperity. Well, the Kaiser can't hold things back very much longer.

* * *

WATCHING THE official actions of one Von Bernstorff, leads to the definite opinion that he was not cut out for a salesman. Everything he says brings exactly the opposite result he expected.

HIGH PRICES vs. PURCHASING POWER

SINCE the outbreak of the war there has been a great discussion about the prices of foodstuffs, wearing apparel, hardware and general merchandise. One might be tempted to ask: Who sets these prices?

The first reply might be that the manufacturers or importers are responsible. But this is not right because the manufacturer is governed by the price which he must pay for his raw material. However, the first consideration is turned to the question of production as governing prices.

Then let us look more closely at the whole problem. The manufacturer makes goods at a cost, or the importer imports them at a certain figure. But is that figure their "price." In many cases it is not. Selling is just as important, as manufacturing, or importing. If there is an article which evidently has a certain value and it cannot be sold for that figure, then it must come lower in price or go off the market; this is an outstanding feature of industrial competition.

The democracy price—the fact that the people have a say in setting it, that the great basic principle is that of supply and demand—has been illustrated in many ways since the outbreak of the war in Europe.

When the declaration of war came it was a cyclone of destruction of the financial and commercial system of the world. There was a serious shock while readjustments were being made. In some markets there was a panic. People rushed to buy foodstuffs; there were reports that hosiery would have to advance, that there would be no silks or embroideries, that the supply of show leather would soon be exhausted, that there would not be a supply of wool available.

Prices were advanced. Was this because of the shortage of goods? No. It was because of the demand of the people. In the wholesale trade prices were advanced where the retailers bought heavily and the same in the retail trade. Foods were advanced because of the demand; shoes, where the shortage of supply was even more serious, did not advance, but rather went to the bargain counters because there was a little less than the usual demand.

Right from the first it was the demand and not the supply which generally ruled the price changes. As the demand weakened prices returned to normal. This applies generally throughout the business world in relation to the war.

Now continuing this theory there is not much reason to fear that there will be the phenomenal advances that were at first reported. When the prices go beyond what the public can pay then there must necessarily be a readjustment—demand must be served.

On the other hand it will be said that in many respects that the war will interfere with supply. True this is, but it is questionable if the supply will be reduced any more than in proportion to the demand, in which event the principle will obtain that they will come to a basis after a period of readjustment.

Put Some Point to Your Stove Advertising

Retailer No More Likely to Do Business Without an Energetic Campaign Than is the Manufacturer—Ads Should Bring Out Some of the Good Features of the Stove and Should Not Be Allowed to Get Stale.

Written for Hardware and Metal by Alexander Starke.

WE are told that as a man sows so shall he reap. No one denies this great basic truth in its relation to many phases of our lives. Likewise in modern business the retail merchant might paraphrase—as a man buys so shall he sell. To the majority of business men this will appeal as logic. Let us look for the moment to the stove trade.

When a retail merchant takes up a line of stoves it will usually be found that there are a combination of reasons why he takes up one make or several makes in preference to others. Fundamentally, however, he will figure on the selling power of the stove and its good points as compared with others in competition. His decision will probably be ruled to a large extent by the manner in which these points are set forth to him by the representative of the stove house. Before he "buys" he must be "sold."

If many retailers would take a page from the policy of the manufacturer they would have more sales. Merchants select a line of stoves after going thoroughly into the questions of construction, draft principles, fuel economy, heating service, oven circulation, and the innumerable other points, and then try to sell the same stove by merely asking the people to come to his store and look them over.

Supposing that the stove buyer got an announcement from the manufacturer to the effect that at the warerooms there was a splendid line of stoves on exhibit and inviting him to come and buy a stock. The buyer would be a long time in a field so plentifully supplied with manufacturers as the stove trade before he went out of his way to make an inspection of a line about which he was given practically no information. And yet there are many of these same merchants who pay valuable money for a space in their local paper and advertise their stoves by announcing something to the effect that they carry a good line of ranges and heaters which are open for inspection. The point I want to make in connection with this stove advertising is to give it point, to bring out something about the line which is being sold. A store which takes up the line of a manufacturer largely because of the talking points which the repres-

Sinclair's Hardware

Heavy, Shelf and Baiden Hardware, Tin and Gravelware, Stoves and Ranges, Sporting Goods, Everroughing, Roofing, Plumbing and Furnace Work.

BELL PHONE 30 BRUCH PHONE 11

The HAPPY THOUGHT

Range



Come in and see this King of Ranges, which has been acknowledged leader for thirty years and still does competition, sales larger than ever. BUILT UP ON PURE MERIT ONLY.

A Few of Its Good Points:

Quickest and most even baking Oven in the world
 Pyramidal Cast and Refined Steel Oven Plates
 Illuminated, ventilated Oven
 Thermometer, Powerful Waterfront
 Properly constructed Firebox
 Brick Linings with Removable Cast Rads
 Original Duplex Grates
 Patented Reservoir Drippler
 Large Boiler and Tossing Door
 Large and deep Ash Pan
 Steel Base Skirt
 Practically everlasting Covers and Centres

You take no chances with the HAPPY THOUGHT. There are now over 350,000 in actual use.

Prices from \$40.00 to \$70.00

SINCLAIR'S HARDWARE

A stove advertisement that tells something about the make offered for sale.

entative brought home to the merchant should pass these same arguments on to the buyers he hopes to reach.

It would not be possible in an article of this nature to treat with these different points in detail, but there is hardly a line of stoves on the market today that has not got some distinctive features, that does not differ on some good talking points from competitors,—if there is such a line it may be taken at once that it is questionable whether it can be sold.

Make the ad. an argument for the stoves you are selling. This does not refer to a heavy description of the stove which few readers would bother perusing, but to a pithy summary or one or a number of the best arguments which can be offered as to why this stove should be installed in the home in preference to others on the market.

Advertising and Salesmanship:

And it need hardly be mentioned that the advertising is the first step in this direction. Advertising is not likely to sell stoves. Now-a-days the careful housekeeper who is going to make a purchase will not make a selection until several different stoves have been inspected; the point is to make the advertising so that the store inserting it will be one of the number visited before that selection is made. The rest must be up to the salesman. And in salesmanship the same advice might be offered—to sell as you buy—and to make use of many of the same arguments with the customer as the manufacturer uses with the trade. It may be taken for granted that the manufacturer does not overlook any good points about his own wares.

Modern business methods are adding more and more emphasis to the fine points of retailing stoves. Competition is very keen. There are so many good makes in the market that the housekeeper can take any one of several models and make a good buy. Prices too are close, and there are usually facilities for inspecting a number of competitive makes. More and more develops upon the salesman to close the sale, but the same salesman will have little chance if the advertising or the window displays, or circulars or some other method of giving publicity does not bring the prospective customer inside the front door.

Keep the Ad. Alive.

And the advertiser should not let his display go stale. There is nothing that will make a newspaper more ridiculous in the eyes of the reader than to insert an item of news which has appeared the previous day or week. Yet merchants who are paying good money for advertising space will put the same announcement before the public for weeks or months, and then they will wonder why they do not get results. There are probably more wrong ways of advertising than anything else that the merchant is called upon to do—and one of the usual offences is to let a display run until any value it may have had at the commencement has worn off and the store is "advertised" more as an out of date establishment than anything else.

Making Leaders Out of Staple Articles

Some Suggestions For Effective Advertising of Hardware Goods—Catch Phrases Which Will Attract Attention—Making Slow Lines Move Rapidly.

THE average hardware dealer is too frequently content to appear in the one time common, "sign-board" announcement in place of doing some real advertising, says C. L. Chamberlin in the Advertising World. He considers that his stock is never purchased until it is needed, and there is no use advertising anything, because every one knows it is there, and no one will buy till the goods are needed anyway.

While there is some truth in this, there is also much fallacy. If country people put off going to see the doctor until the regular week-end trading brings them to town, no matter if the services of a physician would be really acceptable earlier in the week, surely if the right influence were brought to bear, people's habits of buying hardware could be changed. And securing much patronage at special sales and on certain days is simply the result of offering an inducement for so doing strong enough to overcome the natural habit of buying.

There are many little articles on the hardware dealer's shelves and stands that could be used at any time. There are many little articles of convenience which might be bought at any time whenever a person becomes convinced that he could use them to advantage. There are other staples of the mechanic, the carpenter, the farmer and other classes which any up-to-date artificer would be pleased to add to his "outfit" whenever he sees what he wants at a proper price. All articles of these classes make excellent material for newspaper advertisements in which they are briefly described at special prices on certain days.

Of course, it would hardly be profitable to hold a "bargain sale in door knobs," "Great three-day sale in strap hinges," or "Buy your screen doors by the dozen and get special marked-down prices." Yet one "pair of strap hinges for the front yard gate," "a door knob for the pantry door that has lacked its handle for these many years," or "one screen door to replace the one the cat crawled through," would draw any number of buyers. It is all in the appeal, and the suggested use for what you offer.

Certain prominent hardware dealers have taken to making special offers in successive issues of their city daily. Like dry goods merchants or furniture dealers (the more progressive kind anyway), they select a single leader and feature it as "one of the many bargains you can find now any day on our tables." One

day it is a drill-brace, one of the types that gives a good advantage for drilling in metals. Another day it was a hand saw, "good enough for any carpenter, cheap enough for every family." Yet another day it was an axe, a plane, a meat grinder, a cleaver; "cut your roasts and soup bones to fit or suit" and "do it yourself when you cook them." "Every country family that kills its own meat needs a butchering outfit, sticking knife, skinning knife, cleaver—three pieces complete this week, Saturday only, \$10 and a good 'keen-edge' sharpening stone free if you buy in the forenoon."

"Traps, traps, traps—the war won't spoil the fur trade. Buy a dozen or two traps and get after the fur bearers now

when others are getting discouraged for fear of not selling to Europe. Wont the outdoor worker need furs to keep warm, and the dressmaker use them for milady's stylish garments? Get busy and be ready to help supply the big American demand that's bound to break loose soon. We have traps of all kinds, at all prices. Look at them in our south window—then come in and let's talk about them."

Do you think that appeal will go unnoticed long? Hardly. It's all in the appeal, remember, and the use suggested after they buy. Get these two things properly brought out and the customer will buy. You hardware men have much to sell from newspaper advertising. Get busy, find out what it is, how they'll use it, then start the advertising. Subordinate yourself and your store to the one purpose of supplying your customer's wants. Never mind telling how large your store has grown doing this. The only thing he cares about size is ability to fill all his wants.

The Hardware Letter Box

Base Burner.

D. Kennedy, Stratford, Ont.—"Kindly inform me as soon as possible the makers of the "National 25 base burner heater," also where I can get repairs for a 'Black Prince No. 50 heater.'"

The National Mfg. Company, of Ottawa, Ont., the Copp Stove Company, Fort William, Ont.—Editor.

Masury Colors.

Fraser Hardware Co., Galt, Ont. — "Would you please favor us with the address of the agents for Masury's Colors in Oils and oblige."

Sanderson, Pearey & Co., Ltd., 65 Adelaide street, west, Toronto.—Editor.

Feed Cooker.

W. W. Philips, Delta, Ont.—"Can you inform me where I can get an agricultural feed cooker made of sheet frame, similar to one made by James & Reid, of Perth, Ont."

Steel Trough & Machine Co., Ottawa, Ont.—Editor.

Brass Jardinieres.

Jas. Simmonds, Limited, Halifax, N.S. — "Will you kindly give us names of firms in Canada who manufacture brass jardinieres, match boxes, fern pots, etc."

The Barton-Netting Co., Windsor, Ont., Chadwick Brass Co., Ltd., Hamilton, Ont.—Editor.

Boss Washing Machine.

Bonthron & Drysdale, Hensall, Ont.— "Kindly advise through Hardware and

Metal, who manufactures the "Boss" washing machines."

Walter Woods & Co., Hamilton, Ont.—Editor.

Can These be Secured?

Robert McVittie, Southampton, Ont. — "Can you tell me where I can get repairs for a wood furnace made by Smead, Dowd & Co., Elmira, Ont."

Toronto authorities believe patterns cannot be secured.—Editor.

Palivit Polisher.

George E. Roe, Elmvalle, Ont. — "Would you kindly advise me where I can procure a product called "Palivit" used for polishing silver."

Can any of our readers give us this information.—Editor.

Wall Board.

From Devine & Legree, Renfrew, Ont. — "Kindly give us the address of dealers in wall board, including beaver board, asbestos!"

The Beaver Companies, Ottawa, Bishoprie Wall Board Co., Ottawa, Asbestos Mfg. Co., Eastern Township Bank Bldg., Montreal.—Editor.

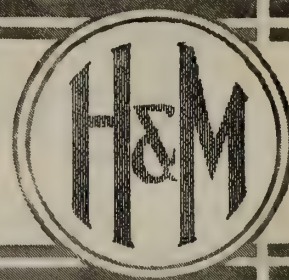
Spark Guards.

Cameron & Leacock, Smith's Falls, Ont.—"Please advise us of a firm that makes brass guards or spark catchers for fireplace."

Canada Wire & Iron Goods Co., Hamilton.—Editor.



Current News



To Enlarge Plant.

The Montreal Sheet Metal Works, Co., 14 Guilbault street, Montreal, are contemplating enlarging their plant. A. Thivierge, manager.

Rifles Stolen.

MacGregor, Alta.—The hardware store of W. H. Glover was entered and two rifles stolen out of the display window. Nothing else was touched.

Burglars Made Haul.

Thorold, Ont. — Thieves entered the hardware store of L. I. Hunt, and got away with \$3 in five-cent pieces and a rifle valued at \$5. Entry was gained by cutting the glass out of the back door.

Offices of Association.

St. John, N.B.—The Provincial Board of the Retail Merchants' Association of New Brunswick is off to a good start. The new provincial secretary is N. C. Cameron, who has been connected with the Ontario Provincial Board of the Retail Merchants' Association of Canada, and who is also a member of the Dominion Board.

Personal Notes.

The death is announced of William M. Stiles, superintendent of the factory of Edward Smith & Co., varnish manufacturers, New York. Mr. Stiles was formerly with the Wm. Johnson Paint Co., Montreal. The latter firm was included in the amalgamation which resulted in the Canada Paint Co. nearly a quarter of a century ago.

Have Purchased Stock.

Messrs. Inglas and Gall, of Canora, have purchased the bankrupt stock of Hickling and Dowling, and intend to continue the business. Mr. Inglas was formerly salesman for Hickling & Dowling, and Mr. Gall has been conducting a plumbing business in the town. The former will look after the dry goods and grocery department, and the latter will have charge of the hardware end of the business.

Reports Business Fair.

J. Carl Pendray, one of the proprietors of the British American Paint Works,

Victoria, B.C., has been in Montreal this week en route to New York. Mr. Pendray was introduced in the Board of Trade by William H. Evans. Mr. Pendray is on one of his usual business trips to the east, which he takes once every two years. He reports business fair, but affected in the West just the same as anywhere else.

Ross Rifle Co. Busy.

Quebec, Oct. 25.—For the first time the Ross rifle factory to-day started Sunday work besides working night and day week days to get ahead with the contract for a hundred thousand rifles which it has just received from the British Government, and which calls for complete delivery in the space of a year. There are now about 800 employees at the factory, and this number will be gradually increased until there are practically double that number, which will be shortly after New Year's. The rifle demanded by the Imperial authorities is the same as issued to the Canadian contingent. Extensive additions are being made to the factory.

Business Changes.

Gadsby, Alta.—The Gadsby Hardware Co., are discontinuing business.

Prince Albert, Sask.—Wharton & Co., plumbers, have started in business.

Edmonton, Alta.—McArthur & Perry have discontinued their plumbing business.

Straussburg, Sask.—Marshall & Elliott have purchased the hardware business of H. B. Devine.

The Pas, Man.—Oliver Girouard, hardware dealer, has discontinued business.

Macklin, Sask.—Graham & Anderson, hardware dealers, have been succeeded by Small & Smiles.

Gadsby, Alta.—Carrothers & McElhone, dealers in hardware have moved their stock to Craigmyle, Alta.

Viceroy, Sask.—Thos. Moffett & Co., hardware and implement dealers, sold their hardware stock to E. B. McRory.

Rosthern, Sask.—J. M. Friesen, of Hague, has taken over the hardware business of J. C. Klaassen & Son. Poor health on the part of some of the old firm necessitated the change.

Hazemore, Sask.—Dolter & Sweeney, have dissolved partnership in the hardware business. Peter D. Sweeney will continue the business.

British Columbia Items.

Burglars took hardware and other articles from the store of P. W. Martin, Chilliwack.

R. S. Sargent, who has a large general store at Hazelton, has opened a branch at Smithers, on the G.T.P., with J. A. McDonald as manager.

S. Syson, of Sorrento, has opened a branch of his business on Shuswap Lake, near Notch Hill, for the convenience of customers in that neighborhood.

Groom & Smith have opened a general store at Ladner, at the mouth of the Fraser on the south side. It is the centre of the prosperous Delta farming district.

The business at Langley Prairie, in the lower Fraser Valley, owned by Seth Witton & Co., has been purchased by Alexander Cameron McNab. Mr. McNab was with the Hudson Bay Company for 21 years, and was four years at Quesnel, and two at Hazelton.

Kidd & Co., Vancouver, had their stock badly damaged by smoke and water, when a fire which started next door broke through a rear partition into their hardware store. The firm got busy and opened out again right away in a new store two blocks west of their old stand.

Marlatt & McKenzie, Kamloops, have all the latest hardware fixtures in their new store, which has been fitted up elaborately. The building is solid brick, 30 x 100 feet, with a full-sized cement basement. It is one of the finest stores in the province, outside of Victoria and Vancouver.

Mr. Leggat, of Wood, Vallance & Leggat, donated to the Commercial Baseball League, five medals to be awarded to the player in each team with the highest batting average. The team representing McLennan, McFeely & Co., won three trophies, namely, the League cup, the Reach cup and the Borden cup. As a close to the season, all the live ones in connection with this team were banqueted at the Commercial Club by the president, F. E. McFeely.



Junior Clerk's Page



PRESERVE US FROM THE MEN WHO KNOCK.

By Prof. Arthur Bateman.

Unfortunately, there are a few men in every walk of life strolling around and keeping us guessing what useful purpose they serve on earth, but naturally we must have someone to laugh at.

They are narrow, selfish and pessimistic, they knock their boss, their fellow workmen, their association, its officials, and knock themselves to such an extent that they resemble a wet blanket in labor halls, the workshops and wherever they intermingle with rational beings.

An ass may bray a long time before he shakes the stars down and is really a harmless creature, who hurts only himself; yet he is objectionable, his far from melodious voice jars our nerves—so does the knockers'.

This knocker imagines automobiles unsafe, elevators dangerous. If his fellow-craftsman is poor, he is a bad manager; if he is rich, he is a rogue. If he holds an official position, it's for the pie; if you can't find a place for him, he is no good to the fraternity. If he does not stand the rounds for his pals, he is a miserly cuss; if he does, it's for outward show and to keep his position. If he goes to church, he is a hypocrite, and if he does not, he is a vile sinner. If he is kind, considerate, and respects his brothers, he is a milk-and-soda guy; if he keeps to himself, he is cold-blooded. Should he die young, he had a glorious future before him; if he lives to a ripe old age, he is either a wastrel or has missed his vocation.

Preserve us from this knocker, and let us earnestly endeavor to banish all such vile, unmanly and unchristianlike thoughts from our own minds. Let us try to be optimistic and fill the lives of those around us with sweetness while they are yet alive; flowers on a coffin cast no fragrance backward over the exceedingly rocky way. Let us shun the knocker, boost our industry, our fraternity, our association, and its officials. Let us extend a helping hand to our brothers whenever the opportunity presents itself to us and speak approving, cheering words which will thrill their hearts, lighten their arduous tasks and make the world seem a good place for them to live in. Let us give credit when credit is

due, and strive to appreciate merit, which is the outcome of manifold struggles and defeats.

If there is any good we can do in this world let us do it now, for we will not pass this way again.



HELP KEEP THE POT ABOILING.

Help keep the pot aboiling and support Canadian trade;

All Canada will prosper if you lend a hand and aid,

Whene'er you make a purchase, see that homemade goods you buy;

'Twill keep our factories running and our commerce will not die.

Help keep the pot aboiling for you earn your living here;

Promote Canadian labor and all want will disappear;

Discourage pessimism, put your shoulder to the wheel,

For Canada is worthy of a square and honest deal.

Help keep the pot aboiling and prosperity will shine,

Keep working hard and boosting—'tis a mighty good combine—

Buy goods that are Canadian for every cent you spend,

And Canada will triumph if her workshops you defend.

Help keep the pot aboiling it will banish business gloom,

We soon shall have no unemployed and things will take a boom,

Our factories will be busy, their machines will hum and throb,

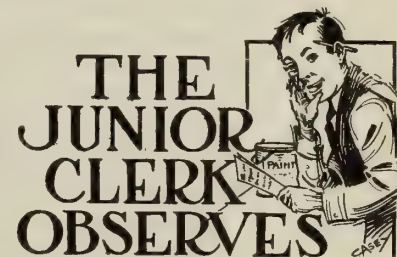
We'll all be making money for we all shall have a job.—T. R. Gaines.



The man who enlists is a patriot; but he isn't the only one. Those who stay at home and work to support the families are patriots, too.

PARTNER WANTED

WANTED—A PARTNER WITH \$5,000 TO join enterprising hardwareman with British and American agencies. Applicant would be representative in Eastern Canada, constantly travelling, routes mapped out. Business established 4 years; highest references given and wanted. Salary \$1,500 Guaranteed. Apply Box 138, Hardware and Metal, Toronto. (45)



Opportunity is the cream of time.

Patience is a plaster for all sores.

Self-praise is no recommendation.

The sleeping fox catches no poultry.

One sheep follows another—don't be a sheep.

Will it soon be spelled Austria-Hungry?

War or no war, the Christmas rush will soon be on us.

Salesmen should make the razor a daily acquaintance.

No one will wish Kaiser Bill many happy returns of The Day.

Remember that rolling stones gather no moss.

There are none so blind as those who will not see.

No selling argument is stronger than its weakest part.

The allies front extends 200 miles from the Somme to the Moselle—Somme front!

French soldiers are said to have deceived German airmen by making imitation guns of tree trunks. Their bark would be worse than their bite.

There is something quite inspiring about the pessimism of some men; it shows how mean and foolish it is to be a pessimist.

It is not too early to plan for your 1915 paint sales.

Everything points to "Business as Usual" in the spring.

Canada has such extensive natural resources and sound financial institutions that there will be no trouble in keeping the wheels of commerce busy, even if the conflict in Europe is still undecided at that time.

Prices for agricultural products are unusually good, which means prosperity for our farmers and food producers. Immense contracts for a variety of materials and supplies are continually being placed in Canada by Britain and the Allies, thus keeping our factories busy.

All that is needed in Canada to bring on business activity and prosperity is optimism and confidence that is so manifest in the British Isles at the present time. "Business as Usual" is a reality in England, which proves that good business is largely a state of mind.

Right now—to-day—to-morrow, and the days to come, is the time for every Canadian to show his optimism and confidence in the permanency of Canada's welfare.

Plan to make next spring a Banner Season for your business. Get in touch with our Promoting Department and let us work together. Look over your paint stock carefully and figure out your spring requirements with our representative.

Be ready for business when it comes. Here are the lines that are in most demand by Property Owners in the spring.



SWP Sherwin-Williams Paint (Prepared).

The high quality of SWP embodies uniformity of color—body—and other important paint characteristics which account for its long-wearing and good-looking qualities.



S-W Preservative Shingle Stains.

An attractive range of permanent and suitable shades are made in this line. Has good covering capacity and preserves the wood.



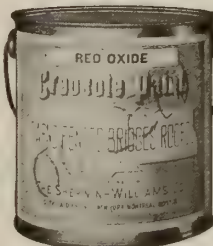
S-W Commonwealth Barn Red

A bright and attractive red for barns, sheds, fences, etc. It works easily, covers well, and gives serviceable wear.



S-W Roof and Bridge Paint.

For bridges, structural iron work, metal roofs and sidings, etc. Affords greater paint value for such uses than any other paint selling at a similar price.



S-W Creosote Paint

A durable paint at a moderate cost, for use on buildings made of rough lumber. The creosote in it prevents decay.



S-W Wagon and Implement Paint

Dries with a rich gloss, prevents rust and decay on farm machinery, wagons, tools and implements, etc. Brushes out well and holds its color.



THE SHERWIN-WILLIAMS Co.

of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENGLAND.



Sherwin - Williams Paints and Varnishes are "Made in Canada"

Not only are S-W Paints and Varnishes made in Canada,

but most of the raw materials used, are also produced here. In Winnipeg, the best market for No. 1 North-West Flaxseed, our linseed oil mills produce pure oil for our Winnipeg paint factory. We also have large linseed oil mills in Montreal. An important part of our extensive facilities is our control of the corroding of all the white lead used in S-W Paints. We have special equipment for grinding this raw material in our Montreal plant. At Red Mill, Que., we own and operate the purest deposit of iron oxides on the continent, and our large and up-to-date dry color plant is located in Montreal.

In making up your spring order, remember there is a Sherwin-Williams finish for every purpose. No matter what kind of a paint, varnish, stain, or enamel your customers may require, you can supply a Sherwin-Williams product that will give the desired results. Only a few of the more general finishes are described here; so go over the entire line with our Representative when he calls.



S-W Flat-tone

The ideal flat finish for the sanitary and artistic decoration of interior walls and ceilings. It is a durable oil paint—ready to use.



S-W Enameloid

A good quality enamel for inside woodwork and walls, bedroom furniture, etc. Though moderate in price, it gives splendid satisfaction.



S-W Inside Floor Paint

Made specially for inside floors. Withstands the wear and tear such surfaces are subject to. Works easily and dries over night.



S-W Floorlac

A combination of durable floor varnish and permanent pigment stains. Withstands hard wear and is waterproof. Made in imitation of the popular hard woods.



S-W Buggy Paint.

A Varnish gloss paint of great durability. Stands outside exposure and wear. Can be washed without injuring the gloss or durability.



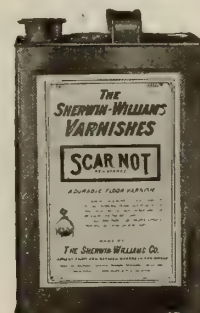
S-W Family Paint.

A moderately priced paint for household use. Produces a durable gloss finish that withstands washing, and the wear and tear of the kitchen, etc.



S-W Marnot.

The varnish made to be walked on. Suitable for hardwood floors, linoleum, and oilcloth. No floor varnish made, gives a tougher and more durable finish.



S-W Scarnot.

A wearproof and waterproof varnish for interior furniture and woodwork. It produces a bright and hard finish that does not mar easily.



THE SHERWIN-WILLIAMS Co.

of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.



The Method and Manner of Laying-Out Plates

The Laying-out of Plates to Form the Various Shapes for Which Sheet Metal Parts Are Used Involves Difficulties That Are Only Discovered When Such a Job is Undertaken—System and Intelligent Application Are Therefore of the Greatest Importance in Procuring Successful Results.

By Joseph W. Ross.

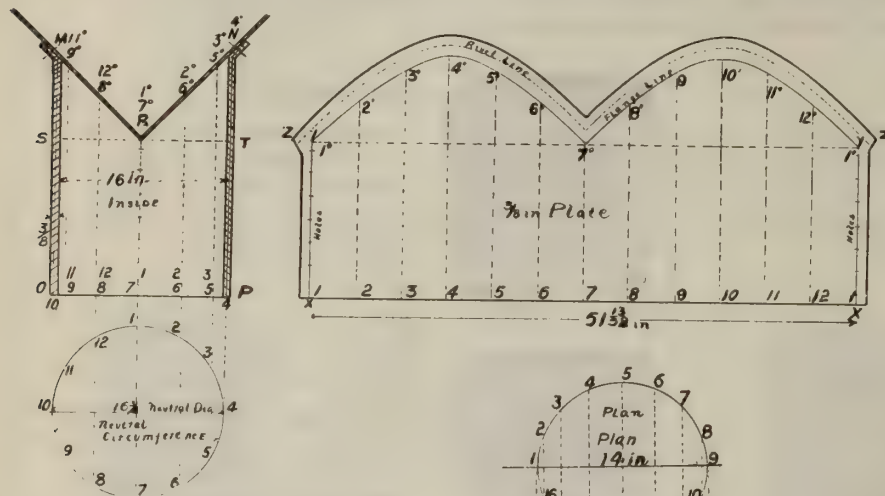
PARALLEL DEVELOPMENT OF CYLINDERS.

WHERE cylindrical work is to be fitted to an angular or irregular surface, the shaping of the sheet so as to roll up to the required

In Fig. 8 is seen the plan and elevation of a cylinder cut at an angle of about 30°. In developing this, it is necessary to draw it out full size on a spare piece of plate, but for home study it may be reduced to a smaller scale,

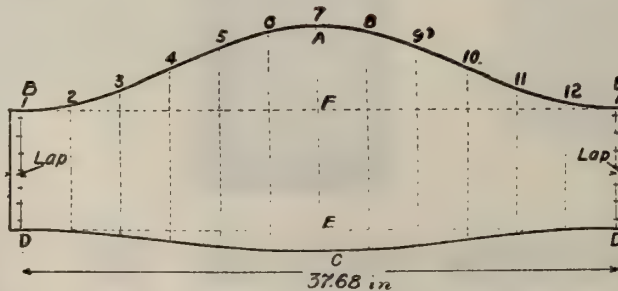
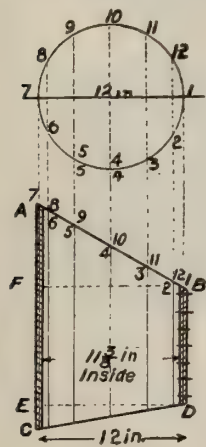
according to the wishes of the student. The figure A C D E B represents the elevation view. Above this, describe a circle to represent the plan, and divide the circle into a number of equal parts as deemed necessary. In this case, 16 parts have been chosen. Number each part from 1 to 16 in their consecutive order. Greater accuracy can be obtained in the development by the use of a larger number of divisions.

From each divisional point in the plan Fig. 8, draw to A C and B E D, lines parallel to the intersection of the inclined line C D as shown in the elevation, Fig. 8. It will be observed that if the line circle of the plan be straightened out, the divisional points maintaining their equally spaced positions, that the straightened line or the stretch-out of the circle will be equal to the circumference of the circle divided into 16 equal parts. Each division will represent the starting point of one of the parallel lines, which cut the angular part of the elevation. The diameter of



Figs. 10 and 11.

angle requires that a development of the angular edge be made. This development is simply the stretch-out of the angular surface. The development of a plain cylinder would be a rectangle and that of a bevelled cylinder would be a rectangle with one curved edge, as will be seen.



Figs. 8 and 9.

the circle is 14 in. Its circumference or stretch-out is, therefore, by the decimal formula, 3.1416×14 which is 43.98 in. By the fractional formula, 14×31.7 equals 44 in., which is quite near enough for practical purposes.

Measure off on the required plate, a stretch-out of 44 inches. As the part A B C E, Fig. 8, constitutes a right cylinder (one that is square at both ends), it will require a rectangular section of plate; therefore, bisect the line A B A on the development, Fig. 9, and square

Figs. 8 and 9.—Elevation and development of cylinder with one bevelled end. Figs. 10 and 11.—Plane and elevation of V-Schute connection for bin and its development. Fig. 12 and 13.—Plane and elevation of cylinder with two beveled ends.

*While this article is written more for boiler shop practice, the steps in developing the patterns are identically the same as would be followed in sheet metal or tinsmith practice, except that a greater allowance is made in material to allow for thickness in metal and rivet caps.—Editor.

up the plate, using the height A C or B E. It will now appear, after squaring up, as the rectangle A B A and C E C. Divide the lines A B A into 16 equal parts and with the dividers in conjunction with the lath, transfer all these points to the line C E C. Connect these points by lines parallel to lines A C and B D. Number all lines as shown in Fig. 9, obtaining the numbers from the plan view in Fig. 8, and allow all the parallel lines to project below the line C E C.

From line A B, Fig. 8, measure with the trams, the length of line 1.1° and transfer this length to 1.1° on the development Fig. 9. Measuring from line A B again, reset the trams to distance, 2.2°, Fig. 8. Mark this off on corresponding number in the Fig. 9, and reset the trams to distances 3.3°, Fig. 8, and so on until all the lengths of parallel lines in the elevation view, Fig. 8, are transferred to corresponding numbers on the development Fig. 9. Measure in each case from A B, Fig. 8, and transfer the measurement to the plate, working every time from the line A B A. Connect all the points thus located with an even curve, as shown by the curved line C C. Mark off the rivet holes and add the required laps.

In Fig. 10 is shown a cylindrical chute of $\frac{3}{8}$ -in. plate fitted to the bottom of an angular bin. Divide the neutral circumference view into 12 equal parts, and from these points of division extend parallel lines to the angle of the bin M R N. Number each line as shown in Fig. 10. Now calculate the stretch-out of the plate. The neutral diameter is, therefore, $16 + \frac{3}{8} = 16\frac{3}{8}$ ins. The neutral circumference or stretchout equals $16\frac{3}{8} \times 3.1416$, which is 51.4, or 51 13-32 ins.

Measure off a distance equal to 51.4 inches; bisect the line and square up with a height equal to S O or T P. This gives the development of the right cylinder S O P T. To this must be added the sections M S R and R N T, the development of which will now be explained. Divide the line XX into 12 equal parts in accordance with the divisions in Fig. 10. Transfer these points from XX to YY and connect by lines parallel to XY, XY, prolonging these lines some distance past the line YY. Number each line in manner similar to Fig. 10.

Set the trams to distance 1.1° of Fig. 10, and transfer this length to line 1.1° in Fig. 11. Reset the trams to distance 2.2° and transfer this distance to 2.2° in Fig. 11. Continue this process with each point of identification until all have been transferred to Fig. 11. Connect all the located points with an evenly drawn curve. Mark off from lines XY, XY, $1\frac{1}{4}$ inches for laps, and divide the rivet line into the desired equal number of rivet spaces.

Measure from the developed curved line a distance of 3 inches for the flange allowance and also space off the requisite number of rivet holes on the rivet line of the flange. These holes may be punched in the templet, and after rolling fitted into place so that the holes may be marked off on the angular bin which is afterwards drilled. If the holes are already in place in the plates of the bin, they may be omitted in the templet until after being rolled and fitted into position, being then marked off on the templet and drilled or punched, according to conditions and facilities. An addition is required at the points ZZ to counteract the drawing in of the metal during the operation of flanging. In general practice it is advisable to allow plenty of metal. If too much is allowed, it is easily removed after flanging and good work is assured.

The completed templet is shown in Fig. 11. It is also necessary to note that one of the points, Z (the one on the inner lap), is thinned out or scarfed to permit the plates to be closed up at the point of contact with the side of the angular bin. In Fig. 12 is shown a cylinder bevelled at each end. The pattern is seen in Fig. 13, which will readily be understood after following closely the foregoing examples.

The next article of this series will illustrate the principle of obtaining the developments of conical forms by radial lines. The method of obtaining the camber as in the telescopic system of plating used in smokestacks, blast pipes, water pipes, lines, etc., will be explained and illustrated.

AN IMPROVING SITUATION.

The American Metal Market (New York) says editorially:

There is a decided improvement in the financial situation. For the first time since the war commenced the New York banks are able to show an actual surplus in reserves, and a reduction in outstanding circulation, which indicates that emergency currency is being retired, and war time expedients less necessary. Again the Secretary of the Treasury has announced the Federal reserve banks will be launched November 16th. This will release, it is estimated, close to \$400,000,000 in reserves that under the old system our banks have had to carry. But more important than all, we think, is the decline of seven points in foreign exchange in the past seven days, exchange being at a price to-day where gold shipments cannot be demanded. It does seem that at last things are beginning to return to normal conditions in the financial and money world.

Business to-day throughout the country is probably more depressed, and

slack than at any time, and the falling off in the production of commodities, especially iron and steel, is sensational. It took some weeks for business to appreciate the seriousness of what happened in the first week of August. Most of us did not realize what an awful collapse in credit and the financial machinery of the world took place at that time. It is wonderful that what has followed has not been more serious in its effect on business, but it has been bad enough. Now we can see daylight, and while it is not yet shown in any revival in operations, the minds who direct and control these operations are easier, their courage and confidence is returning, and it will be illustrated, we feel confident, in increased operations before long. A great change for the better is seen in the tone of the metal trade, as the readers of our reports for the past week have noted. Some trades have been thrown into activity in the past week through the placing of large orders for foreign war requirements, and with the war likely to be continued for some time, these orders can be expected to continue and probably increase. Given a return to something approaching normal financial machinery and foreign exchange conditions, we will be able to reap some of the advantages of our situation, and a market for our manufactures and commodities that Europe from her awful condition of war cannot provide, but yet must have.



AN IMPORTANT CHANGE.

An important change has been announced this week by the Pinchin-Johnson Company, Canada, Limited, Toronto, to the effect that the American interests have been bought out by the Canadian shareholders of the company. Henceforth the company will be a purely Canadian one, the business being controlled by home capital.

The Pinchin-Johnson Co. is one of the oldest and best known firms of paint manufacturers in the world. The parent company was formed in England in 1834, and is to-day one of the largest as well as one of the oldest of the British paint firms. The Canadian business was established five years ago, the factory being located on Carlaw Avenue, Toronto. Despite the comparatively short time that the company has been operating in Canada, it has developed important connections in the trade.

Hardwaremen and paint dealers in all parts of the country will be interested in this announcement, which has put full control of the business in the hands of Canadian capital.

The Heating and Ventilating of Our Homes

Being an Article Reprinted from The Health Bulletin of Toronto
—Sanitary Engineers Should Take up the Problem of Humidifying the Atmosphere in Our Homes.

No one will question for a moment the bad effects on health of improper ventilation. We emphasize the beneficial effects of open-air treatment of tuberculosis and pneumonia, forgetting that the same fresh air treatment, if as rigidly carried out, would prevent a large proportion of cases of both of these diseases.

In the heating of our homes, the three cardinal points are: proper temperature; proper humidity or moisture; and a current of air—in short, the securing of proper climatic conditions.

The normal out-door air contains from 65 per cent. to 75 per cent. of moisture. Pass this through a hot-air furnace, and by the time it reaches our living or sleeping rooms it will not contain more than 40 to 50 per cent. of moisture. The same is true in houses heated by hot water where no provision is made for supplying moisture. The result is that this dried-out air craves moisture, and will take it up from all surrounding bodies—from our skin, the mucous membrane of our mouths, noses and throats; and is in a large measure responsible for the dry, hacking laryngeal coughs so prevalent in winter. Furthermore, from an economic standpoint, this method of heating without moisture is very extravagant, for very dry air requires a higher temperature to produce the same sensation of warmth and comfort than does an atmosphere with a proper percentage of moisture.

To overcome this dryness, small reservoirs for heating water have been attached to the furnaces; but these are rarely kept full, and even when they are, they are not at all adequate; for instance, air at 25 degrees Fahrenheit (7 degrees of frost), even if saturated with moisture, if heated to 70 degrees, would require the addition of a half pint of water to every 1,000 cubic feet to give it a humidity or moisture of 65 per cent., which is practically normal.

Some conception of the amount of moisture required, and how far the air in our homes, schools and factories falls short of it, can be had from the following description of the precautions taken by the American Bell Telephone Company in their chief building in Boston, which has a capacity of 450,000 cubic feet and a day population of 450 persons.

The fresh air, which is distributed by a mechanical system, is drawn into the building at the rate of 26,000 cubic feet

per minute, and has moisture added so as to contain about 50 per cent. of relative humidity. To secure this condition, 676 gallons of water, in the form of steam, are mixed with the air in ten hours, or about one and one half barrels per hour. Certain parts of the building which had been heated with difficulty before, are now made more comfortable; and in the whole building three degrees less heat is required to maintain a comfortable temperature. There has been a noticeable absence of coughs during the winter among the employees.

Various humidifiers have been suggested, of which a very efficient and simple one is the exposing of the air from a register or radiator to moisture, by having it pass through a surface of cotton wick—one end of which is submerged in a reservoir or vessel containing water, and which it attached to the radiator. It has been demonstrated that by means of this contrivance the relative humidity of a room can be kept between 55 and 60 degrees Fahrenheit by evaporating about $4\frac{1}{2}$ quarts per day; and a temperature of 65 degrees so maintained is as comfortable as one of 70 in a dry atmosphere.

A practical illustration of this is the fact that we can sit and read in comfort on our verandahs in a temperature of from 60 to 65, having a normal humidity; while the same temperature in our homes, with a dry atmosphere, would be very uncomfortable, owing to the more rapid evaporation of moisture from the surface of our bodies in the drier atmosphere.

Obviously, then, whatever, the method of heating may be, it is imperative that provision be made for having the air sufficiently charged with moisture.

EARTH COLOR STOCKS DEPLETED.

The unexpected outbreak and the swift progress of the general war in Europe has had the effect of very quickly depleting the stock in the hands of the American importers of earth colors and also the stocks of manufacturers who use European raw materials as the base of their manufactured goods—says the report of the committee on dry colors to the National Paint, Oil and Varnish Association.

Continuing, the report says that this condition especially refers to anilines, English vermilion and all prussiate of

potash blues. The inevitable effect has been a rapid enhancement of price, while a state of uncertainty as to the future of supplies and prices must necessarily abide the outcome of the hostilities abroad or the discovery of native substitutes for the European goods.

PLANT IS PROTECTED.

When in Quebec City recently a representative of Hardware and Metal visited the factory of the Ross Rifle Co., and was very much surprised to find the whole plant surrounded by an eight-foot barbed wire enclosure, made of heavy wooden posts, about ten feet apart, and with strands of wire from top to bottom about every six inches. There were three of these enclosures about six feet apart. Opposite the main entrance were two gates made of iron tubing, and also protected with barbed wire, and in the centre was a sentry box, such as is sometimes seen in pictures in Puck, and just big enough for a man to step into out of the rain. There were also soldiers with loaded rifles and fixed bayonets stationed here and there all around the enclosure, any anyone wishing to enter required a pass, and was accompanied by a sergeant wherever he went, from the time he entered the enclosure until he came out. Outside on the gate post was a sign bearing the words: "Danger! 10,000 volts." These were hung up in the evening, when the three enclosures were charged with electricity from sunset to sunrise. He also noticed that, although the company had added a large wing to their plant in the past year, that they already have men on the ground putting in a concrete foundation for a large addition. The company is now running night and day shifts seven days a week, and expect by January 1st next to have double the number of men now employed working in the plant. The company lately received an order from the British War Office to supply 100,000 rifles and bayonets of the type furnished the Canadian contingent.

To Go To the Front.

F. R. Newman, manager of the Canadian Fairbanks-Morse Co. at Toronto, has volunteered for service and will go to the front with the second Canadian contingent. He is a lieutenant in the Queen's Own Rifles.

Lighting Windows to Catch Crowds at Night

Two Circuits Are Economical, Equipped with Switch, Gauged to Suit Period of Largest Traffic—Three Types of Reflectors and Their Merits—Sources of Light Should Never be Visible—Light and Prosperity Linked up.

PROSPERITY and light go hand in hand. It pleases a competitor mightily to see a store front dull, so a merchant who does not have his show windows brightly illuminated at night loses a good opportunity to increase his sales and gives his competitor a great advantage.

Window lighting depends to a considerable degree upon conditions that are individual to each window. The character of goods displayed, whether light or dark, and the color of background, are matters that should be taken into consideration in installing a system. If streets and neighboring windows are brilliantly lighted, it is, of course, necessary that the intensity of illumination in the window be higher than if such conditions do not exist, as the effectiveness of the lighting is largely a matter of comparison.

Bad When Light Source is Visible.

In a previous article attention has been called to the methods of window illumination. These may be divided into two classes—bad and good. Like the maiden in the nursery rhyme who "when she was good, she was very, very good; but when she was bad, she was horrid," window lighting when it is good is very good, and when it is bad it is horrid. As bad examples, might be mentioned the windows in which the light source is visible and causes an unpleasant eye-strain; the window in which a lighting fixture is visible, with the lamps themselves at either end of horizontal arms, etc. To what extent a firm will go to prevent the light source being visible to the passer-by is shown by the method used by Marshall Field, in Chicago. In one of their largest windows, situated on a corner, the light sources in that portion of the window at right angles to the observer would, under ordinary circumstances, be visible. To prevent this, short wings of tin painted dull black have been extended out four to six inches from the reflector between each lamp.

Concealed Sources.

The proper method of illumination is by means of concealed sources, the light being thrown from the top and front of the window in such a manner that no annoying shadows are made. Windows call for an installation of reflectors and lamps which will provide an illumination of such intensity and quality that after-dark business may be carried on at day-

light efficiency. Good business demands the best illumination possible, combined with attractive appearance and the adoption of every sensible economy.

Reflector Very Necessary.

A reflector is a very necessary part of the lighting equipment in order to use light efficiently and reflect rays that would otherwise be lost. An electric incandescent lamp does not give light equally in all directions; on the contrary, it throws its maximum candle-power on the walls sideways, and lesser amounts in all other directions; thus, a 25-watt Mazda lamp gives 21 candle-power sideways, 6 candle-power straight downward, and intermediate amounts at various angles. It is, therefore, easy to see how necessary are proper reflectors if the greatest efficiency of the light burned is to be had. Reflectors gather much of the light that would otherwise go to waste and throw it on the goods where it is needed.

Mazda lamps are generally used in window lighting, because they give a much more brilliant light than the ordinary lamp, at no increase in the amount of current consumed; in fact, the claim made for the Mazda lamps is that they will give three times the light of the ordinary carbon lamp and burn no more current in giving this increased light.

There are three types of reflectors in general use for window lighting, each having the power of effectively illuminating certain types of windows; these are prismatic reflectors, trough reflectors and individual reflectors.

Where Window is Open to Store.

Where a window is open to the store, the background being carried to a height of two or three feet, it is frequently necessary to use glass reflectors with frosted lamps in order to harmonize with the interior arrangement of the store, which is visible from the street. In a condition of this kind glare is frequently apparent, and some of the light is wasted on the side walls, but occasionally attractive windows may be seen which are lighted in this manner. Such a condition need not exist with department, clothing, furnishing or other stores in which the windows have built-up backgrounds.

Prismatic Reflector.

The prismatic reflector is frequently adjusted in windows so that the light is

directed to the most distant corner of the window, the portion of the window glass behind the reflector having the name of the firm, goods carried, etc., lettered in transparent colors. The light diffused by the prismatic reflector illuminates these signs in an attractive manner.

Trough Reflectors.

In the trough and individual types, the reflecting surfaces range from quick-silver to pure silver-plated mirrors. Trough reflectors are very compact, taking up little room, and being especially serviceable where space is limited. A Mazda tubular lamp is frequently used with reflectors of this type, giving a line of light that falls uniformly upon the entire display. The trough reflector is hung from or fastened to the ceiling of the windows in such manner that the light does not fall upon the side walls. These reflectors are made with different contours for different depths of windows.

Individual reflectors are made in many different shapes, from metal, or one-piece blown glass reflectors with mirrored surface in such form that they direct the light rays upon the display with little loss. The lamps used range from the 25-watt up to the larger sizes.

Two Circuits Better.

In installing systems for lighting show windows, the lamps should be placed on two circuits, so that half of them may be turned on during the early evening hours and the balance when the full strength of illumination is required. To get the best results, of course, alternate lights should be placed on the circuits. A time switch should be a part of every lighting installation, whether a night watchman is employed or not. It is not subject to the vagaries that human beings are, and turns the lights off and on promptly. It does not vary the turning off from ten minutes to half an hour, as a watchman or special outside watchman, whose route may extend a half mile, is inclined to do. The initial cost is small, and is saved in a month by the lack of waste light thrown on the street when there are few passers. In this connection it is well to remember that the "movie" habit which holds the people in its grip gives the merchant an opportunity to let his windows work another hour at night. Lights in most cities should not be extinguished until eleven o'clock, when the theatre crowds have

passed. The saving of current from 10 or 10.30 to 11 is economizing at the wrong end.

A window of this kind is hard to light properly, because the light must be thrown practically straight down and falling mainly on top of the merchandise shown. In the windows shown, the reflector throws the light in such a way that an even illumination of the display results. The open portion above the background detracts from the appearance of these windows, because it allows a view of the interior and interior lighting fixtures. These, when lighted, distract the attention of the passer, and so weaken the effect of the shop window.



A MISTAKE TO NEGLECT ELECTRICAL APPLIANCES.

(Continued from page 35.)

has been the course of events that there are some of the departments in the store which he has regarded as staple which are not going to make the same showing as usual—the curtailment of the building and construction programs generally throughout the country will, for example, affect the demand for hardware in the building trades.

Many merchants have found that the best way to increase turnover is to keep one eye on new lines which are being brought out and the other on the trend of public demand and when the latter begins to meet the former is a good time to launch out. This appears to be a good launching-out season for electrical appliances.



CANADIAN PAINT, OIL AND VARNISH ASSOCIATION.

The second annual meeting of this association was held in the rooms of the Canadian Manufacturers' Association, Toronto, on October 17.

The president, J. R. Henderson, occupied the chair, and a large attendance of members from Toronto and Montreal were present.

A number of matters of interest to the trade were discussed, and a review of the work done during the past year was given by the president.

The officers elected for 1914-1915 were as follows:—President, Jos. R. Henderson, Brandram-Henderson, Limited, Montreal; vice-presidents, W. H. Gerke, Martin Senour Company, Montreal; T. F. Moneypenny, Imperial Varnish and Color Co., Toronto; directors, the president and vice-presidents, with Messrs. W. J. Wix, International Varnish Company, Toronto; M. F. Christie, G. F. Stephens & Co., Winnipeg; secretary-treasurer, Geo. M. Edwards, Brandram-Henderson, Limited, Montreal.

Christmas Window Contest

FOR many years past it has been customary for Hardware and Metal to conduct a Christmas window display contest each year.

This contest has become an event of wide interest for all Canadian retail hardwaremen interested in window trimming. The competition has been keen and each year has seen a wider and more representative response, culminating in the big success scored last year. During the last few weeks of December, dozens of photos were received at Hardware and Metal's office. The standard of the displays entered was so extremely high that the comment of one of the judges to the effect that "hardware window trimming has been put on a new plane," was fully justified. The announcement of the awards was eagerly awaited.

In accordance with past custom, two contests will be conducted this year—one for stores in places under 5,000 population; the other for places of 5,000 and over. No restrictions will be set on the style of display or the goods used in the arrangement, except that each window must be arranged with an eye to the Christmas trade. The prizes will be as follows:—

PLACES OF 5,000 AND OVER.

First Prize	\$10.00
Second Prize	5.00
Third Prize	3.00
Fourth Prize	2.00

PLACES UNDER 5,000.

First Prize	\$10.00
Second Prize	5.00
Third Prize	3.00
Fourth Prize	2.00

Contestants will note that two fourth prizes are offered this year, and also that the prize money offered in each case is larger than in previous years. The prize winners in last year's contest were: Places of 5,000 and over: First prize—Fred. J. Mills, with Mills Hardware Co., Hamilton, Ont.; Second Prize—Chas. Byford, with Bond Hardware Co., Guelph, Ont.; Third Prize—C. H. Smith, with J. H. Ashdown Hardware Co., Calgary, Alta. Places under 5,000: First Prize—W. S. Petrie, with D. Leckie, Kelowna, B.C.; Second Prize—D. E. Tait, with T. S. Tait & Sons, Campbellford, Ont.; Third Prize—John F. Bingham, with G. A. Binns Hardware, Newmarket, Ont. The following received honorable mention: Jules Gordeau, with J. H. Ashdown Hardware Co., Winnipeg; W. S. Bate, with McLaren Hardware Co., Calgary; L. A. Phaneuf, with South Hill Hardware Co., Moose Jaw, Man.; R. H. Thornhill, with the P. Hymmen Co., Berlin, Ont.; Chas. H. McGibbon, with Peterboro Hardware Co., Peterboro, Ont.; A. L. Shields, Kincardine, Ont.; H. H. Otton & Sons, Barrie, Ont.; Thos. Houghton, Parkhill, Ont.; J. Sutherland, with the Whitlen Co., Bracebridge, Ont.; Jas. Craig, with Van Tuyl & Farsbank, Petrolea, Ont.; Ted Robert, with B. Carriere & Fils, Hull, P.Q.

Since last year's contest a large number of new window trimmers have developed in the Canadian retail hardware trade and there promises to be keen competition in this year's contest.

The contest closes on Saturday, December 28. No photos received after that date will be entered unless there is proof that they had been delayed in transit.

All matter should be addressed to "The Editor, Hardware and Metal, 143-153 University Avenue, Toronto," and marked "For Christmas window contest."

ARE YOU GOING TO ENTER?



Weekly Market Reports

Statements From Buying Centres



THE MARKETS AT A GLANCE.

Reports from various sources received recently indicate that the general conditions in the hardware trade are gradually improving and that the outlook is somewhat brighter. The volume of business in the city is fair, but the rural districts are in a more prosperous condition, consequently the country trade is far more satisfactory. The cooler weather has stimulated the demand for stoves and heaters, and other seasonable lines are moving fairly well. There is no change in rope this week, but cotton products are weaker. The metal markets are dull and little business is passing. The paint market is unchanged with fair business moving. Linseed oil, turpentine and glass unchanged but putty is weaker.

MONTREAL.

MONTREAL, Oct. 28.—At the close of another week the hardware situation is found to be very much the same. The wholesale firms report that travelers are sending in a good share of orders. The farmers have all received good prices for their goods, and payments are reported as being fairly good.

Throughout the trade, however, there seems to be a tendency not to lay in heavy stocks. However, as confidence seems to be gaining all the time, the trade are beginning to buy a little heavier.

The lumber business is not being carried on as extensively as usual, and in this line there is evidenced a decided falling off. However, other seasonable lines are moving along nicely. As has been the condition for the last two months, the country trade has been im-

proving steadily, and still continues to compare very favorably with last year's trade. The large number of unemployed in the larger centres seems to have had a rather depressing effect upon the city trade. But this decrease has not as yet become serious, and the amount of general trade moving seems to be very satisfactory. In fact, the hardware business has been about the least affected of any business.

Prices have not changed during the week, and business has been quite uneventful.

From all parts there come the reports that collections are good. This fact enables the whole business to remain in a healthy state and very few failures have resulted. There is no doubt but that with the approach of Christmas there will be a decided improvement in the situation.

There everywhere exists a deep confidence in the strength of the allied arms, and no one appears to doubt the eventual result. Thus, this confidence is very strongly reflected in the general hardware world.

Metals.

The copper situation seems to be somewhat better than it was a week ago. The over-production of last week seems to have disappeared. Prices are somewhat stiffer, and the trade seems to be increasing. The tin situation has not changed greatly. The prices are weak, and the demand very slight. Antimony seems to have stiffened a little, and the demand has perhaps increased slightly. In iron and steel the situation has not changed. Few sales have been reported, and these are all of a small variety. Speaking generally, the market for metals is very dull.

Stoves and Furnaces.

Still the stove business and heating trade seems to be rushed. The recent cold snap had, of course, just the opposite effect to the previous warm spell, and orders for new equipment are coming in fast. A great amount of repair work is also going on, and this department seems to be very busy with most firms. Throughout the province the stove and furnace business is reported as being good. A large amount of business is being done in hot water heating apparatus, and also hot air furnaces.

Ropes and Cordage.

Rather a quiet week of business has been recorded in the cordage circles. Prices seem to be very steady, but business is quiet. Preparation is being made for a larger volume of sales in the future and every confidence is being shown that an improvement is expected.

General Lines.

The general lines of staples have been moving along nicely. Horse blankets have risen a little. This is due to the fact that the Canadian Government have ordered a large number for the cavalry.

The supply of jute was thought to be limited, but it is holding out nicely.

Trade in staples is good, and everywhere the outlook is good, and upon looking back, there is but little to complain of.

TORONTO.

Toronto, Oct. 29.—General conditions in the hardware market are at about the same level as have prevailed during the last few weeks. Business in the city is fairly good and the general feeling in the trade continues to improve, which is due largely to the numerous orders which have been placed in this country for war equipment. Several firms are working their factories to capacity in order to fill these orders and, as a result, money will circulate more freely, thereby benefiting the country generally. Fortunately the new business will be of the greatest benefit where it is most needed, that is, in the larger towns and cities where the depression has been more keenly felt. The rural districts, on the other hand, show evidence

MONTREAL QUOTATIONS.

Tin	34c—36c
Spelter	6c
Copper	13 $\frac{1}{4}$ c
Lead, Domestic, cwt.....	\$4.90
Lead, Imported, cwt.....	\$5.00
Antimony	16c
Solder, $\frac{1}{2}$ x $\frac{1}{2}$	26c
Wiping Solder	22c—25c
Aluminum, Ingot	22c lb.
Aluminum, Pattern	23c lb.
Wire Nails	\$2.25 base
Cut Nails	\$2.50 base
Pure Manila Rope ..	14c base
British Manila Rope ..	11c base
African Hemp	11c base
Sisal	9 $\frac{1}{2}$ c base
Lath Yarn	8 $\frac{3}{4}$ c base

TORONTO QUOTATIONS.

Tin	34c-36c lb.
Copper	12½c-13c lb.
Lead	5c. lb.
Spelter	5¾c.-6c. lb.
Antimony	15c lb.
Aluminum Ingot	22c. lb.
Aluminum Pattern	23c. lb.
Solder, ½ and ½	20c lb.
Wiping Solder	18c lb.
Wire Solder	25c lb.
Tinker's bar solder	25c. lb.
Wire Nails	\$2.25 base
Cut Nails	\$2.70 base
Poultry Netting	50-10-5%
Pure Manila Rope	14c base
British Manila Rope	11c base
African Hemp Manila	11c base
Sisal Rope	9½c base

of considerable prosperity, and have, if anything, derived some benefit from the extraordinary conditions caused by the war.

Business in the country districts is well up to normal and is helping to counteract the reverse conditions prevailing in the cities where the trade is feeling the effects of the industrial depression. The building trade does not show any improvement and there is little movement in builders' hardware. Seasonable lines, such as stoves and heaters, etc., are moving more freely, and there is a fair demand for sporting goods. The iron and steel markets are dull, as are also the metal markets; the only metal showing any strength being tin. Manila and sisal rope are unchanged, but sash cord and wrapping cotton are weaker. Leather belting is higher on account of the heavy demand for leather for war equipment. The market for scrap metal is dull, but prices are steady. The pig iron market is stagnant; foundries and manufacturing concerns are only buying to cover immediate requirements.

Metals.—There is little change in the metal markets this week, and business is still of the hand to mouth order. Consumers are buying only to fill immediate requirements. Prices are steady with the exception of copper and tin, the former metal having weakened, and is now being quoted at 12½c to 13c per lb. The anticipation of a tightness in supplies of tin has strengthened this metal, which has advanced 2c per lb. Tin is now quoted at from 34c to 36c per lb. Solders are stronger but no price changes are to be recorded. Spelter is unchanged and lead is the same price as last week. Antimony is stronger at 16c per lb. Local quotations appear in the accompanying panel.

Stoves.—Stoves and heaters are moving freely in anticipation of cooler weather. Business in the city is fair but the country trade is more satisfactory. There is no change in galvanized sheets and tinware.

Wire Nails and Screws.—There is no change in the situation as regards these products. Wire nails are quoted at \$2.25 base and cut nails \$2.70 base.

Leather Belting.—Prices on leather belting have advanced on account of the heavy demand for saddles and boots, etc. There has been for some considerable time a shortage of hides, which has become more acute on account of the heavy demand for leather consequently it has gone up in price. The new discounts on belting are as follows: Extra heavy 50 and 10 per cent.; standard 60 per cent., and leather lacing No. 1, \$1.25 per lb.

Rope.—There is no change this week in the rope market, the new prices quoted last week having been maintained. Business is quiet. Sash cord and wrapping cotton are weaker on account of the decline in the price of cotton. The new prices for sash cord are as follows: No. 5, 50c; No. 6, 27c; No. 7, 26½c; No. 8, 9, 10 and 12, 26c per lb. Wrapping cotton is being quoted as follows: 4-ply, 5 pound, 21½c, and 3-ply 19½c.

Flax Twines.—This market is being severely affected by the war, as supplies of fibre from Europe are entirely cut off. The Canadian crop this year is very light, consequently present prices are abnormally high. The following are approximate quotations. Sail twines 22c to 24c; heavy tying twines from 18c to 21c; stretching twines, 30c to 45c; clotheslines and heavy rope, bleached and unbleached from 16c to 25c; plow-lines, \$2.25 per dozen up.

LONDON.

LONDON, Oct. 27.—Business is good, everybody being on the jump. Orders are coming in from outside in good quantity, and collections also are satisfactory.

Among the lines which are moving most satisfactorily are furnace scoops, stove boards, stove pipes, ash sifters, shells, guns, rifles, etc.

Prices for the week are as follows:—
Linseed Oil—

New price, also booking price for spring:

	Raw.	Boiled.
1 to 2 bbls., per 9 lbs...	52c	55c
3 to 5 bbls, " ..	51c	54c
6 to 9 bbls., " ..	50c	53c

Turpentine—

1 bbl. lots.....	67c per Imp. gal.
2 to 4 bbl. lots..	66c per Imp. gal.
5-gal. lots	74c per Imp. gal.

Putty —	Per 100 lbs.
Standard in 100 lb. drums....	\$2.75
Standard in 25 lb. drums	2.85
Pure in 100 lb. drums.....	3.50
Pure in 25 lb. drums	3.60

White Lead —	Tons.	Less Tons.
	Per 100 lbs.	Per 100 lbs.
Genuine Elephant ..	\$8.90	\$9.10
Decorators' Pure...	8.60	8.80
Tiger	8.60	8.80
Painter Perfect	8.10	8.30

Dry Red Lead —	Per 100 lbs.
No. 1	\$7.00
Pure	7.50

Ultramarine Blue —New price:	
Bulk	10c lb.
Assorted packages	14c lb.

Whiting —	
Bbl. lots., 85c per 100 lbs.	

Nails —	
Wire (f.o.b. London).....	\$2.25
Cut	2.70

Horse Shoes —	Per keg.
Light iron (base(London)...	\$3.80
Light steel " ..	4.30

Sash Cord —New price:	
No. 6	27½c lb.
No. 7	26½c lb.
Nos. 8, 9, 10, 12.....	26c lb.

Cotton Twine —New price:	
3-ply	24c lb.
4-ply	28c lb.

New price on heavy tee and strap hinges, 40-10 per cent.

Net prices as follows:

	Heavy Tee Hinges.	Heavy Strap Hinges.
	Doz. pairs.	Doz. pairs.
4-in.	\$0.87	\$1.03
5-in.	1.00	1.25
6-in.	1.03	1.35
8-in.	1.38	1.84
10-in.	2.27	3.24
12-in.	3.73	4.03
14-in.	4.00	4.59

Discount on light tee and trap hinges, 70 per cent.

Canadian Malleable fittings, 45 per cent.

Solder —	
Tinker bar	\$1 doz.
Half-and-half	22c lb.

Rope—No further change.

Glass—No further change; selling good.

Sweeping Compound —	
Dustbane, in 5-lb. tins..	\$3.20 doz.

Halters —	Per doz.
Leather with rope shank, 1-in.	\$6.50
Leather with rope shank, 1¼-in.	7.50

Heavy Leather Halters —	Per doz.
Trotter	\$10.00
Clyde	11.50
Draught	11.50

Leather shanks for do. 3.00
 Spring Hinges—New spring price:
 No. 20 \$8.00 per gross.
 Auto strap razors, \$3.75 each.

WINNIPEG.

WINNIPEG, October 28.—A considerable improvement in business has been noted during the week. Part of this apparently is traceable to a higher price which was offered for wheat. This undoubtedly brought out a considerably quantity of grain which had been held. Money was thus put in the hands of the farmer, and business resulted which caused hardwaremen to order from their jobbers. It cannot be said that large orders are being received, but in the aggregate the volume is quite large. The latter part of October evidently will show better business than the early part of the month. In November, when the roads are sure to freeze up, and when the farmer, not being able to get on his land, will be devoting all his energies to marketing his remaining crop, there is a likelihood that business will be considerably better still.

Many Lower Prices.

A number of price changes have been arrived at within the last few days. For once these are without exception in a downward direction. Dealers, however, will not be justified in looking for lower prices in all lines—indications of an advance in whips, belting, etc., already being noted.

During the week galvanized sheets have been put 2c down. Present quotations being:

Apollo and
 "Fleur de Lis." Head."

10¾ oz. or 28 Eng.	\$4.75	\$5.10
28 Am. or 26 Eng.	4.50	4.85
26 Am. or 26 special	4.25	4.60
24 Am. and Eng.	4.10	4.45
22 Am. and Eng.	4.10	4.45
18 & 20 American & Eng.	4.00	4.30
16 Am. and Eng.	3.85	4.10

WINNIPEG QUOTATIONS.

Solder	25c-26c lb.
Wire Nails	\$2.80 base
Cut Nails	\$3.35 base
Pure Manila Rope—15½c lb. base	
British Manila Rope ..	12c lb. base
Sisal	10½c lb. base
Linseed Oil, Raw ..	66c gal.
Linseed Oil, Boiled	69c gal.
Poultry Netting	50% off
Turpentine	75c
Galvanized Iron, 28 English	
Apollo:	
Fleur de Lis	\$4.75
Queen's Head	5.10
Corrugated Sheets, 28-gauge	
galvanized	\$3.45

Tinware Down 10 Per Cent.

In tinware, white-wear and copper-wear there has come a decline of approximately 10 per cent. This is really offsetting the advance struck some time ago when blocked tin made its sensational climb. Present quotations are:

Retinned stamp ware, 70 per cent. off.
 Milk can trimmings, 12½ per cent. off.
 White enamelware, 70 and 5 per cent. off.
 Factory milk cans, 25 per cent. off.
 Railway delivery cans, 35 per cent. off.
 Cream cans, 30 per cent. off.
 Copper-ware, 40 per cent. off.

Corrugated Sheets Down.

Corrugated sheets have been reduced materially. The real reason for this decline seems a desire on the part of the makers to create a demand. Making the price low is evidently expected to secure a part of the market now enjoyed by the ready roofing. Present quotations for 28 gauge galvanized is \$3.45.

Brooms are now being quoted 35c lower. The demand for these is large. A decline, of course, in this line is due to large crop of the raw material. Another decline which has come during the week is in the price of turpentine, now quoted 5c down from last week at 75c. There seems no real reason for this change. Handlers state that there was no particular cause for an advance to 80c—that this advance was merely made by speculation on the primary market—and that the present decline is simply returned to a more proper basis.

Advance Expected In Whips.

Word comes that an advance in whips is practically certain to take place before long. The rattans for these come from Germany, and the supply of these rattans of course is practically cut off. By reason of the great demand for leather, required for many military purposes, raw hides also are advancing in price. These things would naturally make the manufacture of whips more costly. The scarcity of raw materials, moreover, is resulting in manufacturers putting the limited supply of material which they have on hand into the more expensive patterns. For this reason it seems likely that cheap whips will be very scarce, and it is practically certain that all models will be quoted on a higher basis.

The scarcity of leather will affect a number of lines. It seems exceedingly likely, for instance, that belting will be quoted on a higher basis. A change here, however, is not likely to be made until after the new year.

OTHER MERCHANTS' HARDWARE.

Buying unclaimed freight at the sales which are periodically held by the transportation companies is very much like buying a pig in a poke and yet there is often money in it as can be testified by the members of the firm of John Bailes & Sons, of Oshawa, Ont. The firm does not make a practice of making purchases of this kind but several times when opportunity has offered members of the firm have picked up some consignments. Any plunges which this firm has taken in this line have turned out satisfactorily and some of them have been good money makers. The element of chance is too great, however, to put the transactions on the basis of sound business. For example in one purchase which was made there was a barrel of acid together with some barrels of oil of different kinds. To this day the contents of that acid barrel have never been known. No one could identify the acid which was finally thrown away. However, the profit on the oil was sufficient to cover the loss of the acid and still leave something to the good on the transaction.

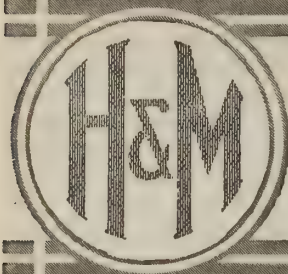
ERROR IN ADVERTISEMENT.

An error occurred in the advertisement of the Neverslip Manufacturing Co., which appeared on page 4 of the October 17 issue of Hardware and Metal. In this advertisement the underlines for two cuts on the right hand side were interchanged. The calk which was shown as No. 4 should have been No. 1, and that shown as No. 1 should have been No. 4. This most regrettable mistake is rectified in the advertisement of the Neverslip Manufacturing Co., appearing on page 1 of this issue, in which the cuts appear in their proper order.

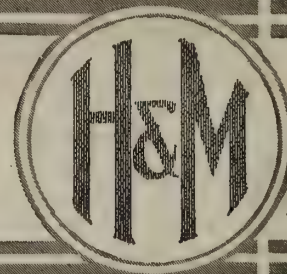
INCENTIVES.

I should be sorry for myself if no one seemed to care at all
 While watching me attempt to climb, or feared that I might slip and fall;
 I should not have the heart to try my strength again if I believed
 That no one would be gladdened by each little triumph I achieved.
 I should be sorry for myself if no one watched me jealously,
 Or secretly was glad to see the obstacles confronting me;
 I should not have the will to dare, my efforts would be few and small,
 If I could be assured that there were none who wished to see me fall.

—S. E. Kiser.



Paint Department



Paint Sellers During the Fall

Many Lines of Paint — Materials Are Particularly Suitable for Fall Painting—Some of the Lines That Sell.

AT this season of the year, probably more than at any other, the householder is interested in making the home interior attractive and inviting. During the next few months the home will be the centre of attraction. The outdoor season is practically over, and from now on a great deal of time will be spent at home.

Paint manufacturers, who have studied the needs of the households, have issued attractive booklets, circulars, etc., to show how dull interiors may be brightened up at reasonable cost by applying paint preparations.

In these booklets you will find practical suggestions for suitable finishes to be used in home decorating. The suggestions offered are generally many and varied, and, as they give advice regarding the application of finishes for painting and decorating floors, woodwork, walls, furniture, radiators, etc., they are interesting to almost every person who takes pride in the interior appearance of the home.

The average householder is often confronted with problems such as: "How

can I make the floors attractive?" or "What would be the best finish for the walls?" These problems, while often perplexing to the householder, can be easily explained by the merchant who carries a suitable stock, and who makes a study of the lines suitable for inside work.

The month of November is an ideal time to paint indoors, and to do decorative work that will give a warm, cheery atmosphere to the rooms in the home.

Window displays, newspaper advertising and the judicious use of advertising matter, featuring finishes for inside use should be productive of a large amount of fall business. Salesmen should be equipped with a thorough knowledge regarding the many uses of interior finishes.

The average paint customer on entering a hardware or paint store is undecided as to the material or colors to purchase, and the nature of the sale depends to a large extent on the ability of the salesman.

Paint salesmen should always remember that "adaptability to requirement"

is an important essential which must be considered when advising paint purchasers as to the best material for them to purchase.

A large amount of profitable fall trade can be secured by going after the late fall paint business. A little aggressiveness and enthusiasm on the part of the dealer will help to work up some nice sales of interior finishes.

Among the finishes which can be seasonably featured are enamels for beds, furniture, baths, mouldings, willowware, baby carriages, etc., also floor varnishes and paints for floors and stairs.

Varnish stain for chairs, furniture, woodwork and dozens of other uses on articles found in the home. Carriage paint can be sold to owners of cutters, sleighs, etc.

Special finishes for walls can be made excellent sellers if they are featured properly at this season. A number of retail firms this season are giving demonstrations showing how wall colors can be applied.

Paint or enamel for furnace and stove pipes, registers, radiators. Gold and aluminum are good lines to feature in connection with paints suitable for radiators, etc.

Floor wax, furniture polish, oil stain, linoleum varnish and many other specialties carried in the paint department

(Continued on Page 56.)



Paint window display arranged by L. R. Bradbury with Manville Hardware Co., Prince Albert, Sask.

MARTIN-SENOUR PAINTS AND VARNISHES

MADE IN CANADA

AS OTHERS SEE US

Being one of a series of letters from prominent Dealer Agents testifying to the gratifying service and satisfaction they derive from the sale of Martin-Senour Paints and Varnishes.

Messrs. Martin-Senour Co., Ltd.,
Montreal, Que.

Dear Sirs.—We would like to say in regard to Martin-Senour products, that it has always been our custom to handle the best we could procure in the Ready Mixed Paint line.

Sufficient to say that since we first installed Martin-Senour 100% Pure Paint only we have gradually extended, and now handle the full line from stem to gudgeon.

We have yet to receive a single complaint in regard to quality and it is now five years since we installed your line. Our business in the Paint line has greatly increased and within the last five years has more than trebled itself.

Yours sincerely,

The George Taylor Hardware Co., Ltd.,
per A. T. Taylor.
Cobalt—Cochrane—New Liskeard.



The **MARTIN-SENOUR** *Co.*
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
CHICAGO MONTREAL WINNIPEG
HALIFAX • LINCOLN • TORONTO



Your Customer's Confidence is Your Greatest Business Asset

Joseph and Thomas Berry realized this when over 56 years ago they made their first run of varnish in this old kettle.

And with this idea in view they took such great care in manufacturing that

Berry Brothers' Varnishes

have earned the good-will of varnish users and the trade.

To-day master painters the world over have the utmost confidence in all products of the House of Berry Brothers. They know that Berry Brothers' Varnishes if properly applied **never** fail to give the best possible results.

Take advantage of the confidence that painters, decorators and customers have in Berry Brothers' products. Write now for our co-operative dealer proposition.

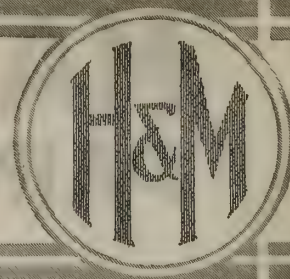


BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

WALKERVILLE, ONT.



Weekly Paint Markets



MONTREAL.

MONTREAL, Oct. 28, 1914.—The past week has seen but little change in the paint markets. The demand has been keeping up well for this season of the year. In fact, the situation is very encouraging indeed. Up to the present business has been better than had been expected and there is every indication that the worst of the depression has passed.

It is now well known that there will be no shortage of pigments for a long time to come. There are several factories in the United States that are preparing to supply the whole of the demand for pigments in America. Thus, long before the present supply is exhausted, there will be a new source of supply.

Lead, oil and turpentine have all settled down and the prices have become quite steady indeed.

There will be a little better trade in paints just before the close of navigation as many dealers order their winter stock just prior to the close of navigation. The outlook is very good indeed when all conditions are considered.

Linseed Oil.

The linseed oil situation has settled down and the present price will no doubt be maintained for some little time. When a change does come it will be in the form of a rise rather than a slump. Prevailing quotations are as follows:

	Per Imp. gal.
1 to 5 barrels, raw	52c to 54c
1 to 5 barrels, boiled	55c to 57c

Turpentine.

Turpentine has had a dull week. The sales have not been large and the price has remained the same. Present quotations are:

	Per Imp. gal.
½ bbl. lots	68c
1 bbl. lots	65c
2 to 4 bbl. lots	64c
5 to 10 bbl. lots	62c

Gasoline and Benzine.

Benzine and gasoline have been selling quite readily during the week. The prices have been kept the same and no change at present is anticipated. Gasoline quotations are as follows:

	Per Imp. gal.
In drums ex-warehouse Montreal.	15½c

From tank wagons, city delivery,
less than 100 gal. lots15c
In 100 gal. lots and over14c
Glass and Putty.

The glass situation is indeed growing worse every week. The entire Belgian supply has been cut off, and no relief is in sight. The prices, it is expected, will continue to rise until some relief is found.

Putty also took a jump up of 15c during the week.

TORONTO.

Toronto, Oct. 29.—The general situation in the paint trade is practically the same as prevailed last week. Industrial conditions do not show any marked improvement, although the outlook is perhaps a little brighter, and a more optimistic spirit prevails on account of the large orders for war equipment which have been, and still remain, to be placed. Trade in the city is fair; the building trade is slack, but manufacturing concerns are buying fairly steadily. The country trade is keeping up, and a nice volume of business is being done.

There have been no price changes in paint this week, and most lines are steady. Putty is weaker, and has declined 15c per 100 pounds. Glass is unchanged, but firmer. Linseed oil and turpentine are steady, but business is dull. Coal oil is moving more freely in anticipation of cooler weather. The benzine market is steady, and prices firm.

Linseed Oil.—There has been no change this week in the price of oil, and the market is steady. There is a shortage of flaxseed in the West, and the outlook in this respect has not improved. Business is dull. The following prices are in effect in Toronto:—

	Raw.	Boiled.
Single bbls.	52	55
3 to 5 bbls.	51	54
6 to 9 bbls.	50	53

Turpentine.—There is no change in the turpentine market this week. Business is quiet. Prices are the same as last week, and are being quoted locally as follows: Single barrels, 67c; 2 to 4 bbls., 66c per Imperial gallon.

Glass.—There is a fair amount of glass moving, and prices have not been

changed. Stocks of Belgian glass are becoming depleted, and there are indications that a further advance in price may be made at no distant date. Supplies are now being obtained entirely from the United States.

Putty.—The putty market is weaker, and prices have declined 15c per 100 pounds all round. The principal reason for this weakness is the continued low price of linseed oil; also whitening was reduced a few weeks ago. The following new prices for putty are standard in less than ton lots:—

	Per 100 lbs.
Bulk bbls., 800 lbs.	\$2.10
Bulk drums, 100 lbs.	2.60
Bulk drums, 50 lbs.	2.65
Bulk drums, 25 lbs.	2.70
Bulk drums, 12½ lbs.	2.95
Cased tins, 25 lbs.	2.90
Cased tins, 12½ lbs.	3.10
Bladders, bbl., 400 lbs.	2.90
Bladders, cases, 100 lbs.	3.00
Pure putty, 60c per cwt., advance.	



PAINT SELLERS DURING THE FALL.

Continued from Page 54.)

are excellent lines to feature in connection with the late fall trade.

One merchant who does a large paint trade during the fall and winter has a display stand about five feet in height.

This stand has five shelves and occupies a prominent position near the entrance to the store.

Sample cans are displayed of all paints suitable for fall and winter trade. Polishes are also displayed. The merchant states that large numbers of sales are made from the display.

Customers will very often approach the display stand and examine the packages. This move on the part of the customer gives the clerks an opportunity to explain the uses of the lines displayed, with the result that sales frequently occur in this manner.

The display stand also serves another purpose, for it eliminates the necessity of many trips for samples to the paint department, which is located near the rear of the store.

The heart of paint

70%
Brandram's B.B.
Genuine
White
Lead

There's
No
Mystery

30%
Pure White
Zinc

about the paint that has
made "B-H" famous.

Here's the formula:

70% Brandram's B. B. Genuine White Lead:

**30% Pure White Zinc. For all paints that can be made
on a white base.**

This precise combination, together with the exceptional quality of the
White Lead used, positively assures the endurance and beauty of

B-H "English" Paint

Good painters prefer B-H "ENGLISH" because they know what they
are getting, hence there is a steady and increasing demand for it.

This creates an opportunity for you. If you have
B-H "ENGLISH" on your shelves, you can
always sell it, to the best trade. It has that excep-
tional quality that commands a market, and the
terms of our Agency proposition are such that
your profits are assured.

Write us to-day. B-H "ENGLISH" is the safest
proposition, for the dealer, in the market to-day.



BRANDRAM-HENDERSON LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 99% pure, lb. 22c
Pattern, lb. 23c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 50; 22 short smokeless, 55 and 5; 22 long rifle, black and smokeless, 40 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Center Fire Pistol Cartridges, 20 and 2½; Center Fire Sporting and Military Cartridges, 10%; Primers, 10 and 2½; Brass Shot Shells 45 and 12; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, and Nitro Club Remington, and "Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 per cent.; "Regal" Dense Smokeless Powder, 30 and 10 p.c. "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot standard, 100 lbs., \$15, 45 p.c.; cash discount, 2 p.c. 30 days; net extras, as follows: subject to cash discount only; Chilled, 40c; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., ¼c per lb.; f.o.b. Montreal, Toronto, Hamilton, London St. John and Halifax freight equalized.

ANTIMONY.

Cookson's or Hal-
lett's 16 00 15 00

ANVILS.

Buckworth per lb. 0 10½

AUGERS.

Ford's auger bits 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger 70 p.c.
Rockford's auger 50 and 10 p.c.
Gilmour's car 47½ p.c.
Clark's expansive 40 p.c.

AXES.

Daisy doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black Diamond, doz. 9 00
Samson single bit, doz. 9 00
Samson single bit, handled,
doz. 12 50
Samson double bit, doz. 12 50
Samson flooring axes No.
2, doz. 9 00
Single bit, doz. 6 75 9 50
Double bit 10 50 12 00
Hunters' Axes 5 00 6 00
"Boys" Axes 5 75 6 50
Beuch Axes, Samson.

No. 3, doz., net 9 00
No. 3, doz., net 9 30
No. 4, doz., net 10 25
No. 5, doz., net 11 50
No. 6, doz., net 12 00

B

BABBITT.

Canada Metal Co., Ltd.—Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6 to 60c lb.
Thomas Robertson & Co., Ltd.—No. 1, 27c; No. 2, 18c; No. 3, 14c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, 2 and 3.

Alonzo W. Spooner, Ltd.—Spooners' Copperine, Tough, Hard, Finest, No. 1 and 2 Nicolumin grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut
laces, 95c.

BENZINE. Montreal Toronto
Single bbls., gal. .0 20 0 18½
3 bbls. 0 18

BOLTS AND NUTS.

Carriage Bolts (\$1), list, ¾ in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts (\$1) list, 7-16 in., 52½ and 12½ p.c.
Machine Bolts, ¾ in. dia. and smaller, 70 and 5 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 and 5 p.c.
Sleigh Shoe Bolts, ¾ in. dia. and smaller 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 and 5 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 and 5 p.c.
Plow Bolts, 55, 10 and 5 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts (\$3) list, 50 and 10 p.c.
Step Bolts, large head (\$3) list, 50 and 5 per cent.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4¼c off list.
Nuts, Hexagon, 4¼c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80 and 7½ p.c.
Tire Bolts, 75 p.c.

BRASS. Per lb.
Springs, sheets, up to 20 gauge 0 25
Rods, base ½ to 1 in. round 0 22
Tubing, seamless base 0 24
Tubing, iron pipe size, 1 in. base 0 24
Copper tubing, 4c extra.

BUTTS.

Plated, bower barff and nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 and 5 per cent.
Crescent brands, 70 p.c.

BARS (Clothes).

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range).

30-gallon, Standard, \$4.50; extra heavy, \$7.

BOARDS, BAKE.

No. 0, ¾ inch rim, 16x22... 4 25
No. 1, ¾ inch rim, 18x24... 4 75
No. 2, ¾ inch rim, 18x28... 5 25
No. 3, ¾ inch rim, 20x30... 5 30
No. 0, ¾ inch rim, 16x22... 4 60
No. 1, ¾ inch rim, 18x24... 5 30
No. 2, ¾ inch rim, 18x28... 5 60
No. 3, ¾ inch rim, 20x30... 6 30

BOARDS (Ironing).

Size 12x60 ins., doz. 7 20
Size, 14x60 ins., doz. 8 40
Folding, 14x60 ins., doz. 16 50

BOARDS (Sleeve).

Basswood, stationary, doz. 1 50
Folding, per doz. 3 50
Folding, without sleeve ... 19 00

BOARDS (Wash).

Per doz.

Glass, doz. \$ 3 50
Enameled, doz., net 3 50
Fony 1 20
Crown 2 05
Dandy 2 25
Improved Globe 2 35
Standard Globe 2 45
Neptune 2 45
Original Globe 2 75
Newmarket King 2 75
Jubilee 2 75
Victor (Glass) 3 50
Diamond King (Glass).... 3 75
Western King (Enamel)... 3 50
Beaver (Brass) 3 50

BRUSHES.

Weighted, 15 lb., per doz. 14 70
Weighted, 20 lb., per doz. 19 30

C

CANS.

Milk cans and pails, 25 and 5%.
Creamery cans, 25 and 5%.
Railway cans, 40 and 2½%.

Hand, delivery and creamery cans, 35 p.c.

Cream cans, 35 p.c. with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15 Milk can trimmings, 12½ per cent.

Common, cork-lined, 35 per cent. Cans, jacketed.

1 gal. jacketed, per doz... 2 70
2 gal. jacketed, per doz... 3 60
3 gal. jacketed, per doz... 4 20
5 gal. jacketed, per doz... 4 80
10 gal. jacketed, per doz... 8 40

CEMENT AND FIREBRICK.

Less than carload lots 1 85
Portland, per bbl., carload lots, f.o.b. Toronto 1 55
White Bros. English. 2 00 2 05
"Lafarge" cement, in wood 3 46

Fire brick, Scotch, per 1,000 23 00 28 00
Fire Brick, English. 17 00 21 00
Fire Brick, Am., low. 23 00 25 00
Fire brick, Am., high. 27 50 31 00
Fire clay (Scotch), net ton 6 50
Fire clay, Am., net ton 5 00 10 00

CEMENT (FURNACE).

1½ lb. tins, per doz. 1 00
6 lb. tins, per doz., lb. 0 05
25 lb. tins, per doz., lb. 0 04

CEMENT, ROOFING. Per gal.

Roofing cement (in bbls)... 0 17
Cement (in 5 and 10 gals)... 0 19
Cement (in 2 gals.) 0 25
Cement (in 1 gal.) 0 30

CHALK.

Carpenters, colored, per gross 0 65 0 80
Carpenters lead pencils, per gross 2 40 6 75
Crayons, per gross.. 0 20

CHISELS.

Cold chisels, 5x6 in., doz... 2 20
Bevel edge, 1 inch, doz.... 2 50

CHAIN.

Proof coil, per 100 lbs., ¼. \$6; 5-16, \$5.20; ¾, \$4.45; 7-16, \$4.20; ¼, \$3.90; 9-16, \$3.90; ¾, \$3.80; ¾, \$3.65; ¾, \$3.45; 1, \$3.40.

Electric Weld Coil Chain—BB, 3-16 in., \$9.25 per 100 lbs.; ¼ in., \$6.50 per 100 lbs.; 5-16 in., \$4.90 per 100 lbs.; ¾ in., \$4.25 per 100 lbs.; 7-16 in., \$4 per 100 lbs.; ¾ in., \$4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., \$11.50 per 100 lbs.

CHURNS.

No. 0, \$9, No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, London and St. Mary's, 40 and 10 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 p.c.

CLEANERS (VACUUM).

Eureka Electric, each \$35 00
Cadillac Vac. Sweeper 5 50
Cadillac Combin'n. Cleaner. 6 50
Cadillac Electric, Model C. 13 00
Cadillac Electric, Model D. 20 00

COMPOUND.

Soclean Sweeping. Per case.
4½ lb. size, 2 doz. in case.. 4 50
8 lb. size, 2 doz. in case ... 7 20
17 lb. size, 1 doz. in case... 6 75

COPPER. Montreal Toronto

Casting ingot \$13 25 \$13 00
Bars, ½ to 2 in. 23 00 27 50
Plain sheets, 14 oz., 14x28 in., 14x60 in. 21 00 29 50
Copper sheet, tinned, 14x60, 14 oz. 23 50 30 50
Copper sheet, planished, 14x60, base. 29 00 37 50
Braziers' in sheets, 6 x 4 base 24 00 29 50

CORD (SASH).

No. 5, Special 0 50
No. 6, lb. 0 27
No. 7, lb. 0 26½
No. 8, No. 9, No. 10, No. 12 0 26

CRATES.

Humpty-Dumpty, egg, doz.. 3 75
Ideal egg boxes, with filler, 12 doz. size, per doz. 3 50

CANADA PLATES.

Ordinary, 52 sheets .. 2 75 3 00
All bright, 52 sheets. 3 85 4 00

Galvanized.
Apollo D. Crown Gorbals
18x24x52 .. 4 45 4 45 4 60
60 .. 4 70 4 70 4 85
20x28x30 .. 8 90 8 90 9 20
20x28x80 .. 9 40 9 40 9 70

M.L.S. and Famous— Per box

I C, 14x20 base \$7 00
I X, 14x20 base 6 00
I X X, 14x20 base 7 00
I X X X, 14x20 base 9 50

CHARCOAL TIN PLATES.

Raven and Murex Grades—
I C, 14x20 base 5 00
I X, 14x20 base 6 00
I X X, 14x20 base 7 00
I X X X, 14x20 base ... 9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base 4 65
I X, 14x20 base 5 65
I X X, 14x20 base 6 65

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets 7 40
I X, Terne Tin 9 40

COKES BRIGHT.

Bessemer Steel—
I C, 14x20 base 4 50
20x28, double box 9 00

CLEVICES. 7½c per lb.

CLOCKS, ALARM.

Good Morning, ea. 0 80
Look Out 0 92
Big Ben 2 00
Baby Ben 2 00

CROWBARS. 4½c per lb.

DRILLS. D

Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.

How Many of Your Clerks are "At the Front"?

You needn't wonder whether their duty will be well done. If we, who stay at home to look after the country's business—if we do **our** duty as efficiently as they, there'll be plenty of work for them when they return. Buy "Made in Canada" Products and keep the wheels turning.

We will continue keeping our plant in operation—as we recognize the value of patriotic co-operation with everyone at this time.

R. C. JAMIESON & COMPANY, LIMITED

Established 1858

Montreal

Vancouver

Owning and operating P. D. Dods & Co., Limited

Makers of Jamieson's Pure Prepared Paints.



HARRIS HEAVY PRESSURE

"THE BABBITT METAL WITHOUT A FAULT"

O' your deserts speak loud: and I should wrong it,
To lock it in the wards of covert bosom,
When it deserves with characters of brass
A fortified residence 'gainst the tooth of time.
—"MEASURE FOR MEASURE."

For more than a quarter of a century we have been manufacturing goods in Canada and striving to give such excellent quality that

Every Hardwareman in the Dominion

Would say:—

"O' YOUR DESERTS SPEAK LOUD"

We have everything in metals, including Babbitt, Solder, Lead Pipe, Block Tin Pipe, Block Lead, Pig Lead, and have all

PLUMBERS' SUPPLIES in ENAMELWARE and BRASS GOODS.

Our prices will interest you. Write for catalogue "A."

THE CANADA METAL COMPANY, LIMITED

TORONTO

MONTREAL

WINNIPEG

We want an agent in every city for
HARRIS HEAVY PRESSURE

"The Babbitt Metal without a fault"

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., \$14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

1 C, 14 x 20 base ... 7 00 7 00
1 X, 14 x 20 base ... 8 25 8 25
1 X X, 14 x 20 base ... 9 50 9 50

DUCK.

Yarmouth Double		Standard	
29 in.		Single.	
7 oz. 0 17½	6 oz. 0 12½	7 oz. 0 14	
8 oz. 0 19½	8 oz. 0 15½	10 oz. 0 21½	
10 oz. 0 24½	9 oz. 0 17½	12 oz. 0 28½	
12 oz. 0 29½	12 oz. 0 23½	15 oz. 0 32	

Emery wheels, 67½% discount.

F**FILES AND RASPS.** Per cent.

Disston's	75
Great Western American	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle	75
McClellan Globe	75
Black Diamond	66 2-3
Delta Files	65
Nicholson	66½
Jowett's (English list)	27½
Spear & Jackson (Eng. list)	35
Globe	75
Hellers	70

FITTINGS (IRON PIPE).

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 per cent.

FIXTURES, STALL.

	Doz.
Hollow	0 81
Solid	1 35

G**GALVANIZED WARE.**

Dufferin pattern pails, 50 p.c.
English pattern, 50 per cent.
Galvanized washtubs, 50 p.c.

GASOLINE Montreal Toronto
Single bbls., per bbl. 18½ 18½
Three bbls. and over ... 0 18

GRINDSTONES. Per 100 lbs.
Over 40 lbs. and 2 in. thick 1 25
Smaller sizes extra.

H**HALTERS (SNAP AND RING).**

Jute Rope, ¾-in., per gross 8 00
Jute Rope, ¾-in., per gross 10 50
Jute Rope, ¾-in., per gross 13 50
Leather, 1-in., per doz. 4 00
Leather, 1½-in., per doz. 5 20
Web ... 2 45

HALTERS (SISAL).

¾-in., \$9.00; 7-16 in., \$10.20; ¾-in., \$11.40; 9-16 in., \$13.20; ¾-in., \$15.00.

HAMMERS, SLEDGE.

Can., 5 lbs. and over ... 0 06
Masons, 5 lbs. and over ... 0 06
Napping, up to 2 lbs. 0 09

HANDLES (WOOD).

Axe, No. 3 culls, doz. 0 60
Axe, No. 1 hickory, doz. 2 04
Axe, 2nd growth, doz. 3 00
Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Team whiffletrees and neck-yokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.
All other ash goods, 40 p.c.
Railroad and navy pick, 25% per cent.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
Hickory cant hook handles, 30 per cent.
Doubletrees, 35 per cent.
Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox, No. 021
B.D. Trolley, doz. pr. \$7 50
R.W. No 117 P.D. Hanger, full set 2 75
R.W. No. 321, per doz. pr. 14 40
Stearns wood track. Special.
Zenith 9 00
Atlas, steel covered. \$5 25 6 60
Perfect, No. 1 8 50
Perfect, No. 1½ 9 50
Perfect, No. 2 10 00
New Milo, flexible 6 00
Double strap hangers, doz. sets 6 50
Standard, jointed hangers, doz. sets 6 45
Steel King hangers, doz. sets 6 40
Storm King and safety hangers 5 75
Storm King rail 4 25
Crown 4 85
Crescent 7 25
Sovereign 6 50
Chicago Friction. Oscillating and Big Twin Hangers, 5 p.c.
Steel track, 1 x 3-16 in. (100 ft.) \$3 25
Steel track, 1¼ in. 4 75

HATCHETS. Samson Samson

Per doz.	Shingle	Claw
No. 1	13 13	15 10
No. 2	14 20	15 70

HIDES.

Trimmed hides, green 0 12 0 13
Trimmed, green and partly cured ... 0 12 0 13½
Usual 2 lbs. tare.

Horsehide, with mane and tail, up to 3 75
Sheep skins, up to 1 50
Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 14	0 96
5 in., doz. prs.	1 38	1 11
6 in., doz. prs.	1 50	1 14
8 in., doz. prs.	2 04	1 53
10 in., doz. prs.	3 60	2 52
12 in., doz. prs.	4 47	4 14
14 in., doz. prs.	5 10	4 44

Light T and strap, discount 65 and 15 off list.

Screw hook and strap hinge—
Under 12 in., per 100 lbs. 5 00
Over 12 in., per 100 lbs. 4 25

Extra hooks for above, ¾ in., per lb. 5½
Extra hooks for above, ¾ in., per lb. 5½

Crate hinges and back flaps. 65 and 5 per cent.
Chest hinges and hinge hasps. 65 per cent.

HINGES (SPRING).

Spring, per gross — No. 5, \$7.40; No. 10, \$19.50; No. 20, \$3.50; No. 50, \$24; No. 51, \$9.60; No. 120, \$17.40; offset No. 192, \$16.80.

Chicago hold back screen door iron, gross, \$12.

Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 per cent.

Garden City fire house hinges. 12½ per cent.

"Chief" floor hinge, 50 p.c.

HOES. Grub, ¾-lb., \$4 doz.**HOOKS, GRASS.** English

	Canadian	Fox
No. 2, per doz.	1 60	2 50
No. 3, per doz.	1 70	2 80
No. 4, per doz.	1 80	3 25

HOOKS, CORN.

Eureka, doz. 1 80
Cyclone, doz. 2 40
Hoes, corn, doz. 4 50

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow pattern, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, \$4.35; No. 1 and smaller, \$4.60; "X.L." steel shoes, feather weight pattern, all sizes. No. 0 to 4, \$5.75; special countersunk steel, all sizes, 0-4, \$6.25; toe weight steel shoes, all sizes. No. 1 to 4, \$6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25; "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition 70 10 p.c.
Corrugated, 1½ in., ft. ... 0 13½
Corrugated, ¾ in., ft. ... 0 17
Cable, 70 per cent.
Leader, 60 and 10 per cent.

I**IRON AND STEEL.**

	Montreal	Toronto
Angles base	2 50	2 50
Common bar, per		
100 lbs.	2 05	2 00
Forged iron, per		
100 lbs.	2 30	2 35
Refined iron, per		
100 lbs.	2 40	2 40
Horseshoe iron, per		
100 lbs.	2 40	2 40
Mild steel	2 25	2 00
Sleigh shoe steel	2 25	2 25
Domestic	2 30	2 00
Reeled machinery steel	2 75	3 00
Tire steel	2 35	2 20
Sheet cast steel	0 15	0 15
Toe calk steel	3 10	3 15
Mining cast steel	0 07½	0 07½
High speed	0 65	0 65
Cammell Laird	0 15	
Black Diamond tool steel	0 08½	0 08½
Silver tool steel	0 13½	0 13½
Cold Rolled Shafting.		
9-16 to 11-16 inch ..	0 06	
¾ to 1 7-16 in.	0 05½	
17-16 to 3 inch	0 65	
Montreal 40%, Toronto 40%.		

IRON, TINNED.

72x30 up to 24 gauge, case lots \$9 50
Less than case, 25c per 100 lbs.
72x30 up to 26 gauge, case lots 10 00 extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set 0 78
Mrs. Potts, No. 50, nickel-plated, per set 0 85
Mrs. Potts, handles, Japaned, per gross 9 00
Sad irons, common, plain 5 00
Sad irons, common, plated 5 50
Asbestos, No. 70, per set 1 50
Asbestos, No. 90, per set 1 20
Princess Electric, each 3 00
Ideal Electric, each 2 85
Gasoline Sad Iron, each 3 50
Ideal Gasoline, each 3 25

LADDERS, ETC.

(Step Ladders).
Shelf-lock 12c ft.
Ontario 16c ft.
Faultless 20c ft.
Extra Heavy 26c ft.
Hercules 23c ft.
Decorator 18c and 20c ft.
Perfect 22c ft.
Chair Ladders, each \$2 00

(Roped Extension).
20 ft. \$3 00 42 ft. \$7 95
22 ft. 3 30 44 ft. 8 36
24 ft. 3 60 46 ft. 8 74
26 ft. 3 90 48 ft. 9 12
28 ft. 4 20 50 ft. 9 50
30 ft. 4 50 52 ft. 11 44
32 ft. 4 80 54 ft. 11 88
34 ft. 5 78 56 ft. 12 32
36 ft. 6 12 58 ft. 12 76
38 ft. 6 46 60 ft. 13 20
40 ft. 6 80

(Common Extension).

20 ft. each	\$2 60
22 "	2 86
24 "	3 12
26 "	3 38
28 "	3 64
30 "	3 90
32 "	4 16
34 "	5 10
36 "	5 40
38 "	5 70
40 "	6 00
44 "	7 48

LANTERNS.

Per doz.

(Common Single).
Fruit picking ladders, long nose, same price as common 22 ft., each 2 64

16 ft., each 1 76
14 ft., each 1 54
12 ft., each 1 20
single ladders; short nose, 1c per 18 ft., each 1 96
20 ft., each 2 40
foot additional.
8 ft., each \$0 80

Banner Buggy 10 75
Banner Junior 11 75
Trulite 7 00
Wrightlights 7 00
Beacon 7 00
No. 2, or 4, plain cold blast 7 00
Short globe, pattern 7 00
Cold blast, japanned 7 00
Brass, well japanned 9 25
All brass 24 00
Little Bobs A.C., doz. 1 90

LANTERN GLOBES.

Cold blast, short ruby ... 1 75
Cold blast, common ruby ... 1 60
Cold blast, short 0 75
Cold blast 0 50
Prism globes 1 20

LATCHES (YALE, NIGHT).

No. 26, per doz. \$3 30
No. 34, per doz. 11 80
No. 34X, per doz. 11 80
No. 37, per doz. 13 40
No. 042, per doz. 15 25
No. 42, per doz. 16 25

LATHS (METAL).

Per sq. yd.

26-gauge, painted metal lath 0 10
24-gauge, painted metal lath 0 13
23-gauge, painted metal lath 0 15
24-gauge, galv. metal lath.. 0 17
23-gauge, galv. metal lath.. 0 19

LEAD.

Montreal Toronto

Domestic (Trall), 100 lbs. 4 90 5 00
Imported pig, per 100 lbs. 4 90
Lead Wool, 8c lb.
Sheets, 2½ lb. sq. ft. 7 50 7 50
Sheets, 3lb. sq. ft. 6 75 6 75
Sheets, 3½ lb. sq. ft. 6 62½ 6 60
Sheets, 4 to 6 lbs. sq. ft. 6 50 6 50
Cut sheets, ½c per lb. extra.
Cut sheets to size, ¾c per lb. extra.

LEVELS.

Per doz. Rabone's.

1369x12, Boxwood 4 50
1026x9, Walnut pointed ... 4 50
1628x12, Rosewood 7 50
104x24, Triple stock (net). 21 00
104x27, Triple stock (net). 22 00
104x30, Triple stock (net). 23 15

LINES, PLOUGH.

Russia snap, per gross ... 33 00
Indian snap, per gross ... 27 00

MACHINES (WASHING).

Each

Canadian \$5 00
Dowsell 5 00
Hamilton 5 75
Re-Acting 7 50
Snowball 8 00
Noiseless 8 25
Sunlight 8 75
Momentum 8 75
New Century, style "A" ... 9 00
New Century Style "B" .. 10 00
New Century, Power, Style "D" 24 00
New Idea, style "B" 11 00
Playtime, engine drive ... 11 00
Ideal Power 16 00
Seafoam, electric 60 00
Seafoam, engine drive ... 25 00
New Idea, electric 80 00
Sunshine 4 50
Popular, No. 1 5 25
Economic 6 00
Champion 9 00
Excell-All 11 00
Blue Bell, without stand.. 9 00
Puritan Water Motor, complete 16 00
Hydro, One Tub, engine drive 26 00
Discount 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.
Stephenson Washers, \$6 net.

THE FLOOR WAX

That is Used by the Largest Consumers in Canada

There is
a Reason



Let Us
Show You

Used by the Leading
HOSPITALS, INSTITUTIONS, CORPORATIONS,
CLUBS, FLOOR FINISHERS,
DECORATORS, Etc.

Made in Canada
Full Net Weight.

COOKE & BOULTON 185 King Street East,
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BIRMINGHAM, ENGLAND LIMITED

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Manufacturers of every description of
**BUILDERS' CABINET, FANCY AND
NAVAL BRASS FOUNDRY**

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SOLES

*Best in the
long "walk"*

Star Brand soles are
made from our own
leather and we guar-
antee them to outwear
all others.

And they leave a good
margin for profit.

If your jobber cannot
supply you, we'll ship
your order quickly.



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Toronto TANNERS Montreal

They go well with Cobblers' Outfits!

MAYMORE

BRASS
Fire Sets,
Fenders,
Screens,
Kettles,
Gongs,
Etc.

*Finish
and De-
sign our
Specialty*



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75 Yonge St. Arcade
Toronto

Canadian Agents for

MAY & PADMORE LTD BIRMINGHAM ENG.

MALLETS. Per doz.
Tinsmiths, 2½ x 5½ in. 1 65
Carpenters, round, hickory 1 95
Lignum Vitae, round, 5 in 2 40
Caulking, No. 8, oak 15 00

MANGLES.
Victor, each \$14 25
Woodyard, each 6 60

MIRRORS, FRAMED. Doz.
Size glass, 4 x 6 1 00
Size glass, 5 x 7 1 25
Size glass, 6 x 9 1 60
Size glass, 7 x 9 1 75
Size glass, 8 x 10 2 00
Size glass, 9 x 12 2 60
Size glass, 10 x 14 3 10
Size glass, 10 x 17 3 75

MOPS.
Mops, O-Cedar, doz. \$12 00
S. W. Mops, doz. 3 25
New Wizard, small, doz. 8 00
New Wizard, large 10 00
Mop sticks, doz. 1 10
Cast head mops, doz. 1 35
Crescent, doz. 1 50
Crank wringing, doz. 4 75
Extra Cloths.
Challenge, doz. 2 10
Woven, cloths, doz. 1 35

N

NAILS.
Standard steel wire nails,
Toronto, \$2.25 base; Montreal,
\$2.25 base; London, \$2.25 base.
Cut nails — Montreal, \$2.50;
Toronto, \$2.70; London, \$2.70.
Miscellaneous wire nails, 75 p.c.
Coopers' nails, 33-1-3 p.c.
Pressed spikes, ½ diameter,
per 100 lbs., \$3 base.

NAILS (HORSE SHOE). Per box.
Capewell.
No. 4, in 25-lb. box \$3 75
No. 5, in 25-lb. box 3 75
No. 6, in 25-lb. box 3 50
No. 7, in 25-lb. box 3 25
No. 8, in 25-lb. box 3 25
No. 9, 10, 11 and 12, in 25-lb. box 3 00
Less 10 and 5 per cent. off.

NAILS (HORSE).
M.R.M. cold forged process
list, 10th January, 1912.

Prices per
Size. Length. 25-lb. box.
No. 3, 1½-in. \$4 10
No. 4, 1¾-in. 3 75
No. 5, 1 15-16 3 50
No. 6, 2½ 3 10
No. 7, 2 5-16 2 90
No. 8, 2½ 2 75
No. 9, 2 11-16 2 60
No. 10, 2½ 2 50
No. 11, 3 1-16 2 45
No. 12, 3¼ 2 45

NETTING, POULTRY.
2 in. mesh, 12 wgs. 50-10-5%
off; 1½ in. mesh, 50-10-5% off.

**NET PRICES ON SMALL
SIZES POULTRY NETTING.**

½-in. x 22 ga. x 12-in., roll \$3 00
½-in. x 22 ga. x 18-in., roll 4 30
½-in. x 22 ga. x 24-in., roll 5 65
½-in. x 22 ga. x 30-in., roll 6 90
½-in. x 22 ga. x 36-in., roll 8 20
1 in. x 20 ga. x 12-in., roll 1 50
1 in. x 20 ga. x 18-in., roll 2 10
1 in. x 20 ga. x 24-in., roll 2 70
1 in. x 20 ga. x 30-in., roll 3 25
1 in. x 20 ga. x 36-in., roll 3 80
1 in. x 20 ga. x 48-in., roll 5 10
Poultry netting staples, 60 p.c.

OAKUM. Per 100 lbs.
Best (American) 9 50
U.S. Navy (American) 9 00
New hemp (English) 7 00
U.S. Navy (English) 6 50
Navy (English) 6 00
Best Navy 5 00
Plumbers (spun) 3 65 4 00

OIL.
Can. prime white
petrol 0 14½
Royalite 0 17 0 15
Palatine 0 21½ 0 17½
Castor Oil, per lb. 0 08½ 0 08½
Black oil (Summer) 0 12½ 0 12
Black oil (Winter) 0 14½ 0 14
Cylinder Green 0 35 0 35
Paraffine 0 22 0 20
XXX Machine 0 25½ 0 21

OLD MATERIALS.
F.o.b. Toronto.
Tea lead, pack, 2¼ to 3¼ lb.
Tea lead, chest, 2¼ to 3¼ lb.
Lead (heavy pipe, etc.), 2 to 4 c

Brass, heavy, 9 to 10c lb.
Brass, light, 6 to 7c lb.
Zinc, heavy, 2¼ to 4c lb.
Copper, heavy, 11 to 12c lb.
Rubbers, such as old rubber,
boots, and shoes, according to
trim, 5½c to 6c lb.; overshoes,
lumbermen's rubber boots, etc.,
5 to 6c lb.; auto tires, etc., 4 to
5c; bicycle tires, 2 to 3c.

PACKING (JUTE)
Per Coil Lots.
Fine, 30 ends to ¾ inch. 0 09½
Heavy, 8 ends to 1 inch. 0 06½

PAPER, ETC.
O.K. Paper, No. 1, per roll 0 95
O.K. Paper, No. 2, per roll 0 70
Per 400 ft. roll.
Plain Fibre, No. 1 0 50
Plain Fibre, No. 2 0 35
Tarred Fibre, No. 1 0 62
Tarred Fibre, No. 2 0 43
Tarred Fibre, Cyclone, 25
lbs., roll 0 62
Dry Cyclone, 15 lbs. 0 50
Tarred Fibre, Good Luck
Brand, per roll 0 62
Dry Fibre, Good Luck
Brand, per roll 0 50
Per 100 lbs.

Oiled waterproof building
paper, 600 sq. ft. roll 1 05
400 sq. ft. roll 0 85
O.K. Brand corded sheathing 0 35
Sheathing (Surprise) 0 40
Blue R-S Sheathing 0 42
Dry fibre No. 1 0 50
Dry fibre No. 2 0 35
O.K. carpet felt 1 40
Per 100 lbs.

Heavy dry straw 1 80
Heavy tarred straw 1 80
Spruce sheathing 3 00
Carpet felt, 16 oz. 2 60
Carpet felt, 20 oz. 2 60
Resin sized Fibre, per roll 0 43
Asbestos Bldg. 3 25
Heavy fibre, 32 ft. x 60 ft.,
per 100 lbs. 2 00
Liquid Roofing Cement,
bbls., per gallon 0 17
Liquid tins cement 0 19
Crude coal tar, per bbl. 4 50
Refined coal tar, per bbl. 5 00
Shingle Varnish, per bbl. 5 00
Caps, per lb. 0 05
Ralls, per lb. 0 05
Map Cotton, per lb. 0 17
Tarred felt, Dominion, 7 oz. 2 10

PICKS (CLAY).
5 to 6 lbs., doz. 3 75
7 lbs., doz. 4 00
7 to 8 lbs., doz. 4 75
8 lbs., doz. 5 00

PINS, COTTER.
Cotter pins, 90 p.c. discount.

PINS, CLOTHES.
Selected full count. Per case.
5 gross, 4-in. (loose) \$0 80
5 gross, 4½-in. (loose) 0 90
5 gross, 5-in. (loose) 1 00
4 gross, 4-in. (12 pkgs. of
4 doz. each) 0 80
5 gross, 4 in. (24 pkgs. of
2 doz. each) 0 90
6 gross, 4 in. (12 pkgs. of
6 doz. each) 1 00

PIN (ESCUTCHEON).
Steel, discount, 50 per cent.
Brass, 50 per cent.

PIPE, STANDARD WROUGHT.
Buttweld.
Size Black Galvanized
¼ and ¾ inch \$2 16 \$3 06
½ inch 3 64 3 57
¾ inch 2 64 3 57
1 inch 4 51 6 21
1¼ inches 6 10 8 40
1½ inches 7 29 10 04
2 inches 9 81 13 54
2½ inches 15 80 21 65
3 inches 20 66 28 31
3½ inches 24 84 34 04
4 inches 29 43 40 33

Lapweld.
2 inches 11 29 11 99
2½ inches 16 38 22 23
3 inches 21 42 29 07
3½ inches 25 76 34 96
4 inches 30 52 41 42
4½ inches 35 56 48 26
5 inches 41 44 56 24
6 inches 53 76 72 96
7 inches 79 97 105 90
8"x25 lbs. per ft. 83 75 111 30
8"x28 lbs. " 96 48 128 40
9 inches 115 60 153 50

10"x32 lbs. per ft. 107 20 142 40
10"x40 lbs. " 138 00 183 30
12 inches 174 90

These prices are for small
quantities only. Discounts in
proportion to size of order will
be allowed.

PIPE (LEAD).
Lead pipe, 7½c, 5% off.
Lead waste pipe, 9c; 5% off.
Traps and bends, 40% off.

PIPE (SOIL).
Medium and extra heavy pipe
up to 6-inch, 65% and 10 off.
7 and 8-in., 45% off.

PIPE (CONDUCTOR).
2 inch, in 10-ft. lengths 3 45
3 inch, in 10-ft. lengths 4 20
4 inch, in 10-ft. lengths 5 53
5 inch, in 10-ft. lengths 7 60
6 inch, in 10-ft. lengths 9 25

PITCH.
Fine, per bbl. 4 50

PLANES.
Wood bench, Can., 15 per cent.
Wood, fancy, 30 to 35 per cent.
Prices, Pliers and Nippers.
Button's, genuine, 37½ to 40
per cent.

PLATES (BOILER).
Montreal Toronto
Plates, 1¼ to ½ inch,
per 100 lbs. 2 40 2 50
Heads, per 100 lbs. 2 65 2 75
Tank plates, 3-16 inch 2 70 2 80

PLUGS (METAL).
Painted wall plugs, per
1,000 \$20 09
Galv. wall plugs, per 1,000 23 00
POLISH. Doz.
O-Cedar, 4 oz. bottles \$2 06
O-Cedar, 12-oz. bottles 4 00
O-Cedar, 1-qt. can 10 00
O-Cedar, ½-gal. cans 16 00
O-Cedar, 1-gal. cans 24 00
Liquid veneer, 4-oz. 2 00
Liquid veneer, 12-oz. 4 00
Liquid veneer, quarts 8 40
Tandem metal polish paste, 6 60
Axoline brass cleaner, 100
in pkg. 6 50

R

RAZORS. Per doz.
Boker's King Cutter
Hencell's 7 50 20 00
Gillette Safety, each 3 75
Star Safety Razor, 33½ per cent.
Edelweiss
Ever-Ready, doz. 9 00
Ern Razors 6 00 to 18 00
Ern Junior Razor 14 50

REELS, HOSE.
Plain wood, each 0 75
Plain wood, with drum, ea. 0 95
Metal 1 40

RIVETS AND BURRS.
Iron rivets, blacked and tinned,
75%
Iron burrs, 75 per cent.
Copper rivets, usual proportion
of burrs, 35 and 12½; burrs, 30
and 12½ per cent.
Extras on Coppered Rivets, ¼-
lb. packages, 1c per lb.; ¾-lb.
pkgs., 2c lb.
Coppered Rivets, net extras,
2½c per lb.

ROOFING.
Tarred felt (7 oz.) \$2 10
Tarred felt (10 oz.) 2 10
Tarred felt (16 oz.) 2 16

Per roll
2 ply R.R. 0 75
3 ply R.R. 0 95
2 ply R.R., complete in roll 1 15
3 ply R.R., complete in roll 1 35
Samson 1-ply, roll 1 45
Samson, 2-ply, roll 1 90
Samson, 3-ply, roll 2 30
Amatite roofing, per sq. 2 70
Ready 2-ply, Shield, per roll 0 75
Ready 3-ply, Shield, per roll 0 95
Tarred 210 roofing felt.
Tarred roofing felt, cwt. 2 10

ROPE. Lb.
Pure Manila basis 14
British Manila basis 11
African hemp basis 11
Sisal basis 9½
Double lath yarn basis 9¼
Single lath yarn basis 8¾

Russian deep sea line basis 20
Russian tarred ratline basis 17
Russian tarred bolt rope
basis 18
Jute rope basis 12½
Italian rope basis 24
Basis (¾" dia. and larger).
Sisal Clothes Line.
3-ply, 30 ft. 0 45
3-ply, 40 ft. 0 60
3-ply, 48 ft. 0 72
3-ply, 60 ft. 0 90
3-ply, 72 ft. 1 08
3-ply, 100 ft. 1 60
6-ply, 40 ft. 0 95
6-ply, 48 ft. 1 15
6-ply, 60 ft. 1 45
6-ply, 72 ft. 1 75
6-ply, 100 ft. 2 40

RULES, BOXWOOD.
.. Rabone's. Per doz.
No. 1375—2 ft. (51) 1 80
No. 1101—2 ft. (52) 3 90
No. 1167—2 ft. (7) 3 60
No. 1106—2 ft. (53½) 4 10
No. 1375—3 ft. (66½) 2 50
No. 1112—3 ft., hf. bound 6 00
No. 1190—With level 8 85
No. 1493—Brass blacks'hs 1 70
No. 1494—Brass blacks'hs 2 20

SAWS.
Atkins Hand and Crescent, 25 p.c.
Disston's Hand, net prices, new
list.
Simonds' Hand, 15 per cent.
Shurly & Dietrich, 35 per cent.
Spear & Jackson, 40 per cent.

SCALES.
Gurney Standard, 30 per cent.;
Champion, 50 per cent.
Burrow, Stewart & Milne —
Imperial Standard, 30 per cent.;
Champion E. B. Scales, 35 per
cent.
Fairbanks Standard, 30; Do-
minion, 50; Richelieu, 50.

Net Prices.
Champion, 4 lb., \$2.50 plus 30c
for stamping; 10 lb. \$3.75 plus
50c for stamping; 240 lb., \$5.50
plus 50c for stamping; 600 lb.,
platform, \$14 plus \$1 for stamp-
ing; 1,200 lb., platform, \$16.50
plus \$1 for stamping; 2,000 lbs.,
platform, \$22 plus \$1 for stamp-
ing; 2,000 lb. drop lever, \$26 plus
\$1 for stamping.

SAP SPOUTS. Per 1,000
Bronzed cast iron with
hooks 6 00
Eureka, tinued steel, hooks 8 00

SCOOPS (FURNACE). Doz.
D. Handle \$3 25
L. Handle 3 25

SCREWS (MACHINE).
Flat head, 1 ron and brass, 35
per cent. Fillister head, iron,
30; brass, 25 per cent.

SCREWS. Per cent.
Wood, F. H., bright, 85, 10, 7½,
10, 5 per cent.
Wood, R.H., bright, 80, 10, 7½,
10, 5 per cent.
O.H., bright, 80, 10, 7½, 10 p.c.
5 per cent. off list.

Wood F.H., brass.. 75 10 7½ 10
Wood, R.H., brass.. 70 10 7½ 10
Wood, F.H., bronze. 70 10 5 10
Wood, R.H., bronze 65 10 5 10
Drive screws .. 65 10 5 10
Set case hardened 60 10
Square cap .. 50 and 05
Hexagon cap .. 45
Bench, wood, per doz. \$5 00
Bench, iron, per doz. 4 25

SCYTHES.
Cast steel, doz. \$ 6 50
Clipper, doz. 7 50
Gladiator, doz. 9 00
Brush, doz. 7 50

SCYTHE SNATHS.
No. 1, per doz. \$8 16
No. 2, per doz. 7 70
No. 3, per doz. 7 35
Rice, per doz. 8 40
No. 20, per doz. 8 75

STONES.
Western Red End (3 doz.
to box), per box 0 85
Diamond, per box 1 00
Oulnebog, per box 1 50
English, round (25 to box),
per box 2 00
Emery, per doz. 0 85
Carborundum, per doz. 2 25

MURESCO PAYS !

Muresco sells for 50c per package, enough to do a large room. Anyone can put it on in less than an hour.

It's so easy, so completely satisfactory, that every buyer becomes a lifetime user. And it pays because **you** keep selling it and because our price gives you a real profit.

Made in Canada.

Benjamin Moore & Co., Limited
4 Lloyd St., West Toronto, Canada

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

PURE
**LINSEED
OILS**



If your Job-
ber does not
handle them
write direct
to our near-
est mill.



JUST SHOW OUR CATALOGUE
It will make **MONEY** for you.

*IT IS NO TROUBLE TO ERECT OUR GOODS.
WE DO ALL THE DIFFICULT WORK FOR YOU.*

Mantels; Electric, Coal, Gas Grates; Portable Baskets, Gas Logs,
Fenders and Fire Sets. Tiles and Tile Work in all its Branches.

WRITE TO-DAY FOR CATALOGUE AND PRICES.

THE BARTON-NETTING CO., LIMITED

9-11 Pitt Street E., WINDSOR, Ont.

OUR MOTTO "QUALITY"

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	2 50	2 55
12 gauge	2 55	2 60
14 gauge	2 35	2 35
16 gauge	2 40	2 40
18-20 gauge	2 45	2 50
22-24 gauge	2 50	2 55
26 gauge	2 60	2 65
28 gauge	2 70	2 75

SHEETS.

Corrugated, galv., 10% off.	
22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Galvanized

B.W. Queen's	Fleur-de-Lis	Gorbals
gauge Head	de-Lis	best best
16-20 ..	3 80	3 45
22-24 ..	3 85	3 55
26 ..	4 10	3 90
28 ..	4 35	4 10

Colborne Crown—16-20 gauge, \$3.60; 22-24 gauge, \$3.65; 26 gauge, \$3.90; 28 gauge, \$4.15.

Apollo Brand	Montreal	Toronto
14 gauge	2 95	
16 gauge	2 95	
18-20 gauge	3 10	
22-24 gauge	3 45	3 20
26 gauge	3 70	3 55
28 gauge	4 05	3 70
10 1/2 oz.	4 25	3 90

SHELLERS, CORN.

Black Hawk, doz.	18 00
Plymouth Rock, doz.	8 50

SHOVELS AND SPADES.

	1st	2nd	4th
Shovels	60	55 and 2 1/2	45%
Socket sc'ps. 50 and 5			45 and 5
Rivet. scoops 50			
Drain. tools 60 60			
Scoops	50 and 5		45 and 5
Hollow backs			
and sand. 60			45
Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.			
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.			

SIFTERS, ASH.

Wood Sifters, doz.	\$ 1 50
Rocker, No. 1, each.	4 00
Rocker, No. 3, each.	3 25
No. 1, each.	3 60
No. 3, each.	2 50
Banner, each.	1 70

SINKS.

Cast iron, 16x24, \$1.10; 18x30, \$1.50; 20x36, \$2.25.	
Flat rim enameled sinks, 16x24, \$3.50; 18x30, \$4; 18x36, \$5.15.	

SLIDING SHOES.

Onward Sliding Shoes, 40%.

SNAPS.

Harness, 25%.	
SOLDER.	
Tinker's bar	0 25
Wire solder, lb.	0 28
Bar half-and-half. 0 26	0 20

SOLDERING IRONS.

Base, per lb., 28 cents.

SOLDER WIPING.

Acme	0 17
Commercial	0 18
Easy	0 18
Star Extra	0 20
Strictly standard wiping	0 22

SPELTER.

Foreign, per 100 lbs. 6 00 6 00

STAPLES.

Poultry netting, 100 lbs.	6 70
Bed, 100 lbs., No. 14.	6 75
Blind, per lb.	6 12
Bright Fence, 100-lb. kegs.	2 55
Bright Fence, 25-lb. boxes.	2 80
Galv'd fence, 100-lb. kegs.	2 90
Galv'd fence, 25-lb. boxes	3 15

Cooper's staples, 45%.

Bright spear point, 75%.

SWEPEERS, CARPET.

Univ. Japd., cyco bearing.	24 00
Univ. N.P., cyco bearing.	27 00
Grand Rapid, Japd., ball-bearing	26 00
Grand Rapid, N.P., ball-bearing	29 00
Princess N.P., ball-bearing	30 00
Elite, ball-bearing	34 00
Am. Queen N.P., ball-bearing ..	32 00
Parlor	35 00

SWINGS.

Baby, 2-passenger, each.	\$2 75
Ontario, 2-passenger, each.	3 75
Ontario, 4-passenger, each.	4 25
Stratford, 4-passenger, each	5 50

Boyers Gliding Settees with

awning, each	8 50
Without awning, each	12 50

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 100 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; 1/4 weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimps, 82 1/2; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 9 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87 1/2; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES—Lufkins.

Ass skin, No. 713, 50 ft., doz. 2 85	
Ass skin, No. 714, 66 ft., doz. 3 40	
Linen, No. 404, 66 ft., ea.	1 10
Metallic, No. 603, 50 ft., ea.	1 40
Rival steel, No. 263, 50 ft., ea. 2 80	
Rival steel, No. 266, 100 ft. 4 90	
Reliable Jr., No. 103, 50 ft. 2 70	
Rabone's.	

Tape Lines, Linen, No. 2601	
x50, each	\$1 00
Metallic, No. 4011x50, ea.	1 35
Metallic, No. 4011x66, ea.	1 55
Steel, No. 2891x50, ea.	2 70
Steel, No. 4161x50, ea.	3 00
Steel, No. 4161x50, ea.	5 15

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10%.

TIES (METAL).

Galv. wall ties, per 1,000.	\$5 00
Painted wall ties, per 1,000.	5 00

TIES, COW.

McKinnon, 40% discount.

Greenings, 40% discount.

TIN.

Montreal Toronto

Tin, per lb. 34-36 34-36

TINNERS' TRIMMINGS.

Discount, 45%.

Plain, 70 and 5%.

Re-tinned, 72 and 5%.

TOOLS, HARVEST.

Samson, 47 1/2%; ord., 50%.

TRAPS (STEEL AND GAME).

Newhouse, 40%.

Hawley & Norton, 57 1/2%.

Victor, 70%.

Oneida Jump, 65%.

TRESTLES.

5 ft., each. \$1.50 14 ft., each. \$4.20

8 ft., each. 2.00 16 ft., each. 4.80

10 ft., each. 2.50 18 ft., each. 5.40

12 ft., each. 3.00 20 ft., each. 6.60

TROWELS.

Disston's, 10%.

TWINE (Binder).

650 ft., per lb. 0 13 1/2

600 ft., per lb. 0 11

550 ft., per lb. 0 09 3/4

500 ft., per lb. 0 09 1/4

5 ton lots, 1/4c per lb. allowance.

10 ton lots, 1/4c lb. allowance.

Delivered in 300-lb. lots and over.

Wrapping cotton 5-lb.

4-ply 0 21 1/4 || 3-ply | 0 19 1/2 |

TUBES.

Boiler Tubes.

Montreal Toronto

100 ft., 1 1/2 in. 10 45 9 75

100 ft., 2 in. 9 60 8 25

100 ft., 2 1/4 in. 10 25

100 ft., 2 1/2 in. 12 25 10 65

100 ft., 3 in. 13 30 11 00

100 ft., 3 1/2 in. 15 55 13 00

100 ft., 4 in. 19 80 16 75

TUBS.

Samson Galvanized.

No. 11, doz. net 12 00 || No. 22, doz. net | 14 40 |
| No. 33, doz. net | 16 80 |

Common Galvanized.

No. 1, doz. 6 83

No. 2, doz. 7 43

No. 3, doz. 8 48

WOODEN WASH TUBS.

	Per nest.
Nests of 3—0, 1 and 2	\$2 38
Nests of 3—1, 2 and 3	2 05
Nests of 4—0, 1, 2 and 3	2 35
No. 0, per doz.	11 00
No. 1, per doz.	9 00
No. 2, per doz.	8 00
No. 3, per doz.	7 00

V**VALVES, ETC.**

Ground work, 55%.

Stand, compr. work, 60%.

High-grade compr. work, 50%.

Cushion work, 55%.

Fuller work, 65, 5%; No. 0, 70, 10%, and 1 and 2 basin cocks, 65, 5%.

Flatway stop and stop and waste cocks, 60, 10%; roundway, 60 and 5%.

J.M.T. Globe, Angle and Check Valves, 50%; Standard, 60%.

J.M.T. Radiator Valves, 55%; Standard, 60; patent quick opening valves, 70 and 10%.

W**WARE, COPPER AND NICKEL.**

Copper boilers, kettles, 40 and 5%.

Copper tea and coffee pots, 40 and 5%.

Copper pints, 30 and 5%.

Foundry goods, hollow ware, 40 and 5%.

WARE, ENAMELED.

White war, 72 1/2 per cent.

London and Princess, 50 p.c.

Canada, Diamond, Premier, 50 and 10 per cent.

Pearl, Imperial and Colonial steel, 60 and 10 per cent.

Star decorated steel, 33 1/2 p.c.

Hollow ware, tinned steel, 40 per cent. off.

Enamelled street signs, 50 p.c.

WARE, TIN, PIECED.

Discount, 35 per cent.

10-qt. flaring sap buckets, 35 per cent.

6, 10 and 14-qt. flaring pails, 35 per cent.

Copper bottom tea kettles and boilers, 35 per cent.

Coal hods, 35 per cent.

Boiler and tea kettle pits, 30 and 5 per cent.

WARE, STAMPED.

Plain, 70 and 5.

Retinned, 70 and 5.

Tinners' trimmings, 70 and 5.

WASHERS, IRON.

Full box, 45 per cent. smaller.

Full box, 45 p.c.; smaller lots, 30 p.c.; assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c. lb.

WEATHERSTRIP.

Narrow wood and felt. 1 1/4c ft.

Medium wood and felt. 1 1/4c ft.

Wide wood and felt. 2 1/4c ft.

All felt Frost King. \$4.40 doz.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2.00

Sectional, 1/2 lb., per 100 lbs. 2.25

Solid, 3 to 30 lbs., per 100. 1.60

WEIGHTS.

Smarts, Horse, 3 1/2c lb.

WHEELBARROWS.

Navy, steel wheel, doz. 21 00

Garden steel wheel, doz. 32 40

Light garden, per doz. 22 80

Heavy garden, L-side 33 00

Heavy farm. solid side 33.00

WHIFFLETREES.

Tubular steel, 28 ins. 0 70

Tubular steel, 34 ins. 1 00

Tubular steel, 36 ins. 1 25

Tubular steel neckyokes, 36 inches 1 25 || Tubular steel doubletrees, 40 inches | 0 95 |
| Tubular steel lumbermans, 44 inches | 0 95 |

WIPERS.

(See Paint Markets)

WIRE.

Brass wire, 50 and 5 per cent.

Copper wire, 50 and 2 1/4 per cent.

Annealed Cnt Hay Baling Wire, No. 9, \$3.75; No. 10, \$3.50; No. 11, \$3.90; No. 12 and 13, \$4; No. 14, \$4.10; No. 15, \$4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE, CLOTHES LINE.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$3; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL.

Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extra net. Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 32-34, \$6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in 1/2-lb. hanks, 28c; in 1/4-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

No. 13, \$2.20; No. 14, \$2.40; No. 15, \$2.50 f.o.b. Montreal, Toronto, Hamilton and London.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, \$2.20 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra. No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, \$1.25, bright soft drawn 15c, charcoal (extra quality), \$1.25, packed in casks or cases, 15c, bagging and paperings, 10c. 50 and 100-lb. bundles in 25-lb. bundles 1



For Outdoors

Or In

You can fill every paint requirement with the right RAMSAY finish.

And every RAMSAY product is *right*. The right formulæ, the right materials, the right price and the right value. You'll find it a pleasure to do business with a house that has grown up with the country and has 72 years of Canadian paint experience behind it.

Write us.

A. RAMSAY & SON CO., - MONTREAL
ESTABLISHED 1842

Pumps that Carry Good Will

Dealers that sell McDougall's "Are-macdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold—gives the dealer no trouble.

They are metal — hand fitted valves — air-tight — strong — lasting.

The big catalogue tells you exactly what the line is—get it for the asking.

WRITE

The R. McDougall Co.,
LIMITED
GALT, CANADA

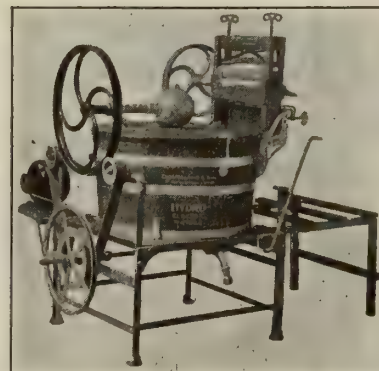


ARE YOU HANDLING THIS

Maxwell

HYDRO ELECTRIC BENCH WASHER?

HERE'S an excellent selling line for your better-class trade — a washer and wringer combined. The Maxwell



'Hydro' is operated by a one-eighth horse power motor which can be attached to any ordinary lamp socket. Wringer can be thrown in or out of gear as desired. Always under perfect control. Can be operated by gasoline en-

gine if required. Washes the most delicate fabrics without injury.

Write for Illustrated Catalogue

MAXWELLS LIMITED St. Mary's, Ontario

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, \$6.20 per 100 lbs.
5 lb. packages, \$6 per 100 lbs.

ALCOHOL.

5 gal. lots, per gal., \$1.

BEESWAX.

Per lb., 40c.

BRONZING LIQUID.

Bronzing liquid, No. 1 ...\$1 75
Banana oil, gal. 4 00

BRUSHES.

Weighted, 15 lbs., doz. ...\$14 70
Weighted, 20 lbs., doz. ... 19 90

COATING.

Cement Coating\$2.55 3.00

COLORS (DRY).

Per lb.
Raw Umber, 100 lb. keg.. 0 09
Burnt Umber, 100 lb. kegs 0 09
Raw Sienna, 100 lb. kegs. 0 09
Burnt Sienna, 100-lb. k... 0 09
Imperial green, 100 lb. k.. 0 12
Italian red, 100 lb. kegs.. 0 05
Brunswick green, 100-lb. k 0 06
Indian red, 100 lb. kegs.. 0 10
Indian red, No. 1, 100 lb. k 0 08
Vermilion, 100 lb. kegs.. 0 20
Drop black pure dry 0 12
Golden ochre, 100 lb. kegs 0 03½
White ochre, barrels ... 0 04
Yellow ochre, barrels ... 0 01½
Sapich ochre, 100 lb. kegs 0 02
Canadian red oxide, bbls. 0 02
Super magnetic red 0 02½

COLORS IN OIL.

Venetian red 1-lb. tins, pure 0 12
Chrome yellow, pure 0 23
Golden ochre, pure 0 14
French ochre, pure 0 12
Chrome green, pure 0 11
French permanent green, pure 0 15
Signwriters' black, pure... 0 20
Marine black, 25-lb. irons 0 06

DRIERS.

Patent 25 lb. tins, 8c. lb.; patent 1 lb. tins, 11c. lb.

ENAMELS.

Per gallon in quart tins.
M. L. Floorglaze (Imperial V. & C. Co.) 1 80
Alba-Gloss enamel 4 00
Anchor Floorlustre 1 80
Lowe Bros' Linduro 4 20

FILLER.

Luxberry Enamel\$5 00
Screen Enamel B.B. 1 65
GLUE. Per lb.
French medal 0 14
German common sheet... 0 10
German prima 0 17
White pigfoot 0 21
Perfection amber, ground, No. 1230 0 13
Ground glues at same prices.
XL 0 13
XL 0 11½
CL 0 12
C 0 11

GLASS.**(TORONTO QUOTATIONS.)**

Size United Inches. Star.
Under 26\$4 25
26 to 40 4 65
41 to 50 5 10
51 to 60 5 35
61 to 70 5 75
71 to 80 6 25
81 to 85 7 00
86 to 90
91 to 95
96 to 100
Double Diamond.
Size United Inches.
Under 26\$6 25
26 to 40 6 75
41 to 50 7 50
51 to 60 8 50
61 to 70 9 75
71 to 80 11 00

81 to 8512 50
86 to 9015 00
91 to 9517 50
96 to 10020 50
101 to 10524 00
106 to 11029 00

Discount on 16 oz. glass net; discount on double diamond, 5%; cut sizes, 33 1-3%.

MONTREAL QUOTATIONS.

Country Base Price.
United Inches. Star. Diamond.
25 in.\$3 75 \$5 45
40 in. 4 00 6 05
50 in. 4 50 6 90
60 in. 4 75 7 45
70 in. 5 05 8 20
80 in. 5 65 8 75
85 in. 6 15 9 60
90 in. 11 40
95 in. 12 50
100 in. 16 40
105 in. 16 40
110 in. 21 00

Montreal City prices 25c per case advance on Star and 40c per case on Double Diamond.

GLASS, PLATE.

Country discount, 35 and 5% off list, delivered.
City discount, 45 and 5% off.

LEAD.

(White Ground in Oil.)
Montreal Toronto
Elephant, Genuine ...\$9 15 \$8 65
"Anchor," pure 8 65 8 80
Brandram's B.B. Genuine 9 65 9 80
C.F. Co. decorat's pu. 8 65 8 80
Crown and Anchor, pure 8 65 8 80
Decor'or's Pure (Wpg) 8 60
Moore's Frie White Lead 8 80
Painter's Perfect 8 10
Lowe Bros' White, H.S. 8 80
Ramsay's Pure Lead 8 65 8 55
Ramsay's Exterior 8 15 8 30
Tiger Pure 8 65 8 35
"James Genuine" 8 80
Stephens' H. P. P. (Winnipeg) 8 70

Less than ton lots. 20c per ton higher.

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt. ... 8 00 6 38
Genuine, 100-pound kegs, per cwt. ... 8 25 6 75
No. 1 casks, per 100 lbs. 7 75 6 25
Less quantity 8 50

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots...\$17 50
2 lb. pkgs., per 100 lbs.... 15 00
5 lb. pkgs., per 100 lbs.... 12 00
25 lb. pkgs., per 100 lbs.... 11 00
100 lb. pkgs., per 100 lbs... 3 75
200 lb. kegs, per 100 lbs.... 9 60
300 lb. pkgs, per 100 lbs... 9 50
600 lb. casks, per 100 lbs... 9 00

MURESCO.

Tints in 5 lb. packages, per 10 lbs., \$5.40.

OILS (LINSEED RAW).

Montreal Toronto
Single bbls....See weekly report
3 to 5 bbls.See weekly report
6 to 9 bbls.See weekly report

LINSEED, BOILED.

Single bbls....See weekly report
3 to 5 bbls....See weekly report
6 to 9 bbls....See weekly report

PAINTS (PREPARED).

Per gallon in qt. tins.
Sherwin-Williams paints, base 2 00
Canada Paint Co.'s pure.. 2 00
Elephant and Prism 1 80
Benj. Moore Co.'s "Egyptian" Brand 1 45
Moore's house colors, per gallon 1 75
Brandram-Henderson's "English" 2 00
Fresco-Tone, in quarts... 1 80
Ramsay's paints, pure 1 80
Ramsay's paints, Thistle.. 1 60
Martin-Senour, 100 p.c. pure 2 00
Senour's floor paints 1 60
Maple Leaf Paint (Imp. V. & C. Co.)
Jamieson's Crown and Anchor brand 1 60
Lowe Bros' High Standard Stephens' House Paint (Winnipeg) 2 00
Stephens' Floor Paint (Winnipeg) 2 00
Silkstone Wall Color 2 10

PARIS, PLASTER.

Per bbl. 2 25

PARIS WHITE.

In bbls. 0 30

PIGMENTS.

Orange Mineral, casks.. 0 08½
Orange Mineral, 100-lb. kegs 0 08¾

PRIMER.

Luxberry Primer\$2 25

PASTE WOOD FILLER B.B.

Lb.
1 lb. cans\$0.18
2 lb. cans 0.18
5 lb. cans 0.17
10 lb. cans 0.16
25 lb. cans 0.12
100 lb. kegs 0.11
¼ barrels 0.10½
Barrels 0.10

PUTTY.

Standard Montreal Toronto
Bulk, in casks 2 30 2 50
Bulk, 100-lb. drums. 2 50 2 00
Bulk, 25-lb. drums. .. 2 60 2 70
Bladders, in bbls. .. 2 80 2 90
Pure Putty, 60c hd. advance.

SHELLAC.

Gum, 32c lb.; finest orange, 42c lb.

TAR (PINE TAR).

Half pint tins, per doz... 0 60
Pint tins, per doz. 1 10

PAINT AND VARNISH REMOVER.

Taxite, 1 gal. cans 2 10
Cumoff 2 10

TURPENTINE.

Montreal Toronto
5 gal.See weekly report
Pure, single bbls....
See weekly report

SLATING.

Gal.
2 to 4 bbls. 0 60 0 64
Liquid Slating, B.B.\$3.00

STAINS.

Gal.
Oil, & Spirit, Berry Bros..\$2.50
Water Stains, Berry Bros. 1 25
Berrycraft stain finish 3 00
Shingletint, 5 gal. cans .. 1.15

VARNISHES.

Per gal. cans
Liquid Granite\$3 00
Elastic Interior 3 00
Elastic Outside 6 00
Luxberry, light 3 00
Luxberry, white 5 00
Luxberry, spar 4 50

Luxberry, exterior 5 00
Dugloss finish 3 00
Carriage, No. 1 1 50
Excello 2 00
Mar-Not 2 70
Elastic Oak 1 50
Light oil finish 1 35
Gold sized japan 2 00
Baking black japan 1 35
No. 1 black japan 0 95
Crystal Damar 2 50
No. 1 Damar 2 25
Oilcloth 1 50
House painters' white jap. 1 50
Elastilite varnish 2 25
Copalline varnish 2 25
Graniline floor finish 2 25
Jamieson's floor enamel 1 75
Sherwin-Williams' KOPAL varnish 2 60

Canada Paint Co.'s SUN varnish 2 25
"Flint-Lac," coach 1 30
B. H. Ltd., "Gold Medal," cases 1 80
Dependon Lt. H. Oil Finish 1 55
Elastic Floor 2 30
Elastic exterior finish ... 4 25
Flatline floor finish 3 00
Stovepipe varnish, ½ pts., gross 0 00
Pure white shellac varnish 2 00
Pure orange shellac varnish 1 90
No. 1 orange shellac varnish 1 75

WATER PAINTS.

Opalite, 300 lb. bbls..... 0 07
Opalite, 100 lb. kegs 0 07½
1 gal. package, per pkg. 0 45
½ gal. package, per pkg 0 25

WASTE (POLISHING).

Cream 0 18
White 0 12

WASTE (WHITE).

XXX extra 0 11
X Grand 0 10½
XLCR 0 09¾
X Empire 0 08¾
X Press 0 07¾

WASTE (COLORED).

Fancy 0 07¾
Lion 0 07
Standard 0 06½
Popular 0 05½
Keen 0 05

WASTE (PACKING).

Arrow 0 15
Anchor 0 06
Anvil 0 07½
Axle 0 09

WASHED WIPERS.

Select white 0 06
Light colored 0 06½
Dark colored 0 05

WAX.

Per lb.
Johnson's Floor, natural.. 0 38
Johnson's Floor, black... 0 38
Old English Floor Wax... 0 38
Cooke & Boulton's Floor Wax 0 30
Ronuk Floor Wax, lb.... 0 38
Berry Bros. 0 45

WHITING.

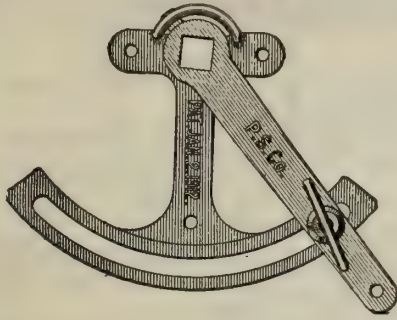
Plain, in bbls. 1 00
Gilders, bolted, in bbls. 1 20

ZINC (DRY).

Extra Red Seal, V.M.....

ZINC IN OIL.

Pure, in 25-lb. irons 0 10
No. 1, in 25-lb. irons.... 0 07
No. 2, in 25-lb. irons.... 0 05¾
Pure in Damar Varnish. 0 19½



*Parker's
Damper
Quadrant*

**The One Perfect and Practical Device
for Controlling Dampers and Deflec-
tors — that's Parker's Damper
Quadrant.**

Two parts—lever and frame—is all it has. And the lever locks right onto the frame, doing away with the need of drilling and the use of pins, springs, nuts, etc. The result is a big saving of time and labor, and a job which is better, neater, simpler.

The Quadrant is made of malleable iron for four sizes of square rod: $\frac{3}{8}$ ", $\frac{1}{2}$ ", $\frac{3}{4}$ " and $\frac{7}{8}$ ". It can be used on either round or square ducts.

Write for booklet.

PARKER SUPPLY COMPANY

*Manufacturers of Engineers' and
Sheet Metal Workers' Specialties*

521 W. 45th St.

New York

Western Canadian Representatives: Kinread & Steeves,
Winnipeg

**The
Connor
Power
or
Electric
Washer**



- Fig. 1—Shows the wringer in position to wring clothes from washer to rinse tub.
Fig. 2—Shows wringer swung 45 degrees to wring clothes from rinse tub to bluing tub.
Fig. 3—Shows wringer swung 90 degrees to wring clothes from bluing tub to basket.
Fig. 4—Shows flat pulley to be used for gasoline engine drive.
Fig. 5—Shows electric motor adjusted underneath tub.

Write to-day for prices and agency.

Manufactured by

J. H. Connor & Son, Ltd.

Ottawa, Ont.



No. 130

**This Beats the
"YANKEE" No. 30**

For overhead work—or any places out of reach—and all ordinary work, the New "YANKEE" No. 130 and 131 are better than any tool made for this purpose.

The spring in the handle holds the tool extended in any position — keeps the bit in the slot — drives the handle back quickly for the next thrust.

Show them to the mechanics— they are quick to recognize their value. To see one is to want it.

Your jobber can supply you.



Have you a full set of selling helps on Yankee Tools— show cards, etc. ?

Let us supply you.

North Bros. Mfg. Co.

PHILADELPHIA, PA.



No. 131

Winnipeg Hardware Quotations

ANVILS.

Peter Wright, 80 lbs. and up, 11½¢ per lb.; clip horn, 12½¢.

AUGER BITS.

"Irwin" bits, 45 per cent.; common, 70 and 10 per cent.

AXES.

H. B., 1 lb., \$6.25 per doz.; 1½ lb., \$6.65; 2 lb., \$6.90; 2½ lb., \$7.50; 3 lb., \$7.75; 3½ lb., \$8.00; 4 lb., \$8.00; H. B. Handled Axes, 2 lb., \$8; 2½ lb., \$9.50; 3 lb., 3½ lb. and 4 lb., \$10; Black Prince Axes, unhandled, \$8.00; Black Prince axes, handled, \$10.25; Bench axes, 35%; Broad axes, 5 to 7½ lb., \$28 per doz.; 7½ to 9 lb., \$30.80.

BAR S. CROW.

\$4 per 100 lbs.

BAR IRON.

Bar iron, \$2.50; Swedish iron, \$4.25; sleigh shoe steel, \$2.85; spring steel, \$3.40; machinery steel, \$3.75; tool steel, Black Diamond, 100 lbs., \$2.50.

BELTING.

Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting, 66 2-3% off the list.
No. 1, 66 2-3% off list.
Standard, 60 and 10% off list.
The "double" list is just twice the price of "single."

BELT LACING.

In sides, tanned, \$1 per lb.; cut, \$1.10 per lb.; rawhide, sides, 95¢; cut, \$1.05.

BLOCKS.

Steel, 50 per cent.; wood, 60 p. Steel, 50%; wood, 60%.
Wood, tackle, common, 60%.

BOLTS.

Carriage, ¾ and smaller, 60%; 7-16 and larger, 50%; machine, ¾ and under, 60%; 7-16 and over, 50%; machine set screws, 65%; plough bolts, 45%; nuts, small lots, 2¢ off; case lots, \$2.75 off; stove bolts, 77½%; sleigh shoe bolts to ¾, 50%; 7-16 and up, 40%.

BUILDING PAPER.

No. 1 tarred, 57½¢ to 88¢ per roll, according to quality; plain 45¢ to 72¢; tarred, felt, 8 and 10 oz., \$2.60; 16 oz., \$2.85 per 100 lbs.

BUTTS.

Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.

Coil, 3-16 in., \$10.00; ¼, \$7.25; 5-16 \$5.85; ¾, \$5.00; 7-16, \$4.75; 1½, \$4.50; 9-16, \$4.50; ¾, \$4.40; ¾, \$1.25. Logging, 5-16, 6¼¢; ¾, 5¼¢; Tie out, 70 and 10 per cent.

CURNS.

Barrel, No. 0, \$5.13; No. 1, \$5.13; No. 2, \$5.70; No. 3, \$6.27; No. 4, \$4.71 each.

CLEAVISES, MALL.

7½¢ per lb.

COPPER.

Sheet and planished copper, 34¢ per lb. Tinned, 27¢. Braziers' soft copper, 10-24 in., 26¢; 27½¢.

DRILLS.

Bit Stock, 60 per cent.; Blacksmith, ½ in., round shank, 55 p.c.

ENAMELWARE.

Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60%.

FERRULES AND RINGS.

30 per cent. off.

FILES.

American, 70 and 12½%. Nicholson's, 65%.

FIXTURES.

Stall hollow bar, No. 3, \$1.

GALVANIZED WARE.

3½¢ per cent.

GASOLINE.

Painters' naphtha, bbls., 21¢ per gal.; \$3.45 per case.

GLASS, WINDOW.

	Single	Double
Up to 25 in.	4 50	6 25
26 to 40	4 85	6 75
41 to 50	5 40	7 75
51 to 60	5 90	8 50
61 to 70	6 40	9 25
71 to 80	7 00	10 25

GLASS (Plate).

35% off f.o.b. Regina, Winnipeg, Calgary, and Edmonton.

GRINDSTONES.

Per 100 lbs., \$1.75.

Mounted on steel frames, \$4.50

HINGES.

Light T and strap, 60%.
Corrugated strap, in bulk, 4, 5, 6, 8, 10 and 12, 80¢, \$1.08, \$1.40, \$2.25, \$3.40, and \$5.20.

Corrugated strap, 4, 5, 6, 8, 10, and 12, 80¢, \$1.08, \$1.40, \$2.25, \$3.40 and \$5.20.

HORSESHOES.

Iron, No. 0 to 1, \$4.90; No. 2 and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel, No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$6.50.

JACKSCREWS.

60 per cent. off list.

KNOBS.

Door, 307, \$1.20.

IRON BAND.

1½ in., \$2.85; 1¼, \$2.85; 1 in., \$2.95.

IRON, GALVANIZED.

	Apollo and "Queen's de Lis." Head."
10½ oz. or 28 Eng. 4 75	5 10
28 Am or 26 Eng. 4 50	4 85
26 Am. or 26 spec'l 4 25	4 60
24 Am. and Eng. 4 10	4 45
22 Am. and Eng. 4 10	4 45
18 & 20 Am. & Eng. 4 00	4 30
16 Am. and Eng. 3 85	4 15

IRONS, SAD.

Common Sad Irons, 8 lbs. and 6¢ per lb.; 4 lbs., 7½¢ per lb. Mrs. Pott's No. 55, set..... 0 95 Mrs. Pott's No. 50, set..... 1 00 Asbestos Sad Irons.

No. 100, set 1 80

No. 70, set 1 65

Mrs. Pott's common sad iron handles, 85¢ a dozen. Mrs. Pott's improved, \$1.05 a dozen.

LANTERNS.

No. 2, plain	7 25
No. 20, X-ray	11 00
No. 22, Dash-board	9 75
Trullite short globe, doz....	7 25

LEAD PIPE.

\$7.50 coil; less coil, \$8 cwt.

LEAD WASTE.

\$8 to \$8.50 per cwt.

LINSEED OIL.

Raw, per gal., 66¢; boiled, per gal., 69¢.

These prices are for barrels. Less amounts 5¢ per gal. extra, with additional charges for cans, etc.

LOCKS.

Peterboro and fittings, 45%.

MATLOCKS.

Pick, \$5.75; cutter, \$5.75.

NAILS.

Wire, f.o.b. Fort William, \$2.40 base; Winnipeg, \$2.80 base. Cut, f.o.b. Winnipeg, \$3.35.

NAILS, HORSE.

Capewell, 10 and 5 off list.

NETTING.

Poultry, 50%.

NUTS.

Square and hex., small lots, f.o.b. \$2 off; case, \$2.75 off.

OIL CANS.

	Gal.	Tin vanized
½ gal., dome top....	\$2 10	\$3 04
1 gal., dome top....	2 55	3 42
2 gal., dome top....	3 97	4 55
3 gal., dome top....	5 10	7 35
5 gal., dome top....	6 34	8 25

OILS.

Silver Star oil, 18¼¢ gal.; Royalite oil, 16¢ gal.; Palatine oil, 18¼¢ gal.; Capital Cylinder, 56¢ gal.; Standard gas engine oil, 41¢; Polarine oil, 60¢ gal.; Prairie Harvester oil, 30¼¢ gal.

DRY COLORS.

Yellow ochre, in bbl. lots, 2½¢; less than barrel lots, 3¢; golden ochre, barrels, 3½¢; less than barrels, 4½¢; Venetian red, barrel, \$2; less than barrels, \$3; American vermilion, 12¢; English vermilion, \$1 per lb.; Canadian metallic oxides, barrel lots, 3½¢; English purple oxide, in casks, 3½¢; less quantities, 4¢ per lb. Red lead, kegs, \$8.50. 9¢ lb. for less.

PARIS GREEN.

1 lb. pkgs., 21¼¢. small lots and cases.

PICKS.

Clay, 6-7, \$4.50 per dozen.

PIPE, IRON.

¼ inch, \$3.50; ½ inch, \$3.60; ¾ inch, \$4.20; 1 inch, \$5; 1½ inch, \$7.35; 2 inch, \$9.90; 2½ inch, \$12; 3 inch, \$16; 3½ inch, \$25.60; 4 inch, \$33.45.

IRON PIPE.

Black, ¼ inch, \$2.50; ½ inch, \$2.60; ¾ inch, \$3.20; 1 inch, \$3.75; 1½ inch, \$5.50; 2 inch, \$7.45; 2½ inch, \$8.90; 3 inch, \$12; 3½ inch, \$19.25; 4 inch, \$25.15; 4½ inch, \$30.25; 5 inch, \$35.50; 6 inch, \$42.35; 7 inch, \$49.75; 8 inch, \$64.40.

PLASTER.

Paris, per bbl., \$3.25.

PLATES, CANADA.

Half polish, 6-7 inch, \$3.50; 8 inch, \$3.75; full polish, 6-7 inch, \$4.50; 8 inch, \$4.75. Black sheets—28 gauge, \$3.60; 26, \$3.45; 24, \$3.35; 22, \$3.35; 18-20, \$3.35; 14-16, \$3.10; 10-12, \$3.15.

PLOW SHARES10¢ per lb.

POINTS.

Landslide plow, 1½ x 14 in., \$1.75 per dozen.

PUTTY.

Casks, \$2.50 per 100 lbs., gross weight; bladders, in barrels, \$3.15; bladders, 100 lb. cases, \$3.40.

RASPS.

Helers' 70 and 5 per cent.; Helers' horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.

Iron rivets, 55 per cent.; copper, No. 8, 32¢; 10, 35¢; 12, 37¢; copper burrs, No. 8, 44¢; 10, 47¢; 12, 51¢; copper rivets and burrs, No. 8, 36¢; 10, 38¢; coppered, No. 8, 17¢; 10, 18¢.

ROPE.

Sisal, 10¼¢ base; pure Manila, 15¼¢ base; British Manila, 12¢ base; lath yarn, 9¼¢ base.

SAWS, BUCK.

Happy Medium and Watch Spring, \$4.25; Lance Tooth or Lightning blades, \$6.50; New Century, \$6.50; Maple Leaf, \$5.25; Prince Rupert, \$8.00.

SCALES.

Standard scale, 25 per cent. off; Union scale, 45 per cent. off. Both quotations f.o.b. Winnipeg.

SCREWS.

Bright iron round head 10 and 5 per cent.; flat head, 85 10 and 5 per cent.; round head, brass, 70, 10 and 5 per cent.; flat head, brass, 75, 10, 5 per cent.; coach, 60 per cent.

SCYTHES.

Brush, \$8.25.
Grass, \$7.25 to \$8.50.

SHOT.

Soft, \$9.25 per 100 lbs.; chilled, \$9.65; buckshot, \$10.05; ball, \$10.45.

SHEET ZINC.

Cask lots, 10¼¢; small lots, 10½¢.

SHOVELS AND SPADES.

Jones polished, \$8.10 per doz.; Fox & Olds, \$7.10 per doz.; Scoops, D-handled, "Black Cat," No. 3, \$7.70; No. 4, \$8.20; No. 5, \$8.50; No. 6, \$8.75; No. 8, \$9.25; No. 10, \$9.80.

SNATHS, SCYTHE.

Grass, No. 2, \$7.25; brush, No. 1, \$8.25.

SOLDER.

per pound, 25 to 26 cents.

SPIKES.

Pressed, ¼ in., \$4.50; 5-16, \$4.15; ¾, \$3.90; 7-16, \$3.80; 1½, \$3.75; ¾, \$3.75.

STAPLES.

Bright wire per cwt., \$2.50 at Fort William, \$2.90 Winnipeg; galvanized staples, \$3.15 Winnipeg.

STEEL.

Sleighshoe, \$2.85 base per cwt.; plow, common, \$4.50; crucible plow, \$5.50; angle, \$3.25; barrow, \$3.25 base; cast, octagon tool steel, 8½¢ base; square tool steel, 9¼¢ base; spring, \$3.40; machine, \$3.75 base; tire, \$3.00.

STEEL SQUARES.

40 per cent. off new list.

STOVE PIPE.

Rivet, Paten'd 6 in., per 100 ft.... 9 00 9 05

7 in., per 100 ft.... 9 50 9 75

STOVE PIPE ELBOWS.

6 inch, per doz. 1 42

7 inch, per doz. 1 59

8 inch, per doz. 2 37

TACKS.

Carpet, 75-10 per cent. off list.

TIES.

Cow, 35 per cent.

TIN AND TIN PLATE.

Block tin, 35¢ per lb.

	Per Box
20 x 28 I.C.	10 00
20 x 28 I.X.	12 00
20 x 28 I.X.X.	14 00
Terne Plates	10 00

TOOLS, HARVEST.

Ordinary, 50 per cent.

TURPENTINE.

Per gal., barrel lots, 75¢.

VARNISHES.

	Per gal. cans
Carriage No. 1	1 75
Elastic Oak	1 90
Furniture No. 1	1 00
Gold size Japan	2 25
Turps, brown Japan	1 00
Crystal Damar	2 50
Oilcloth	2 25
Granite floor finish	2 25
Pure white shellac varnish	2 20
Pure orange shellac varnish	2 00
Luminette	2 00
Best wearing body	5 00
Best gearing varnish	4 00
Extra light hard oil	1 90

WASHERS.

Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHIFFLETREE CLIPS AND RINGS, NECK YOKE CENTRES.

42½ per cent. off the list.

WHITE LEAD.

Decorators' pure white lead, \$4.40 per cwt.

WIRE, BARB.

Per Spool of 80 Rods f.o.b. Lyman 4-point, Fort William, \$1.90; Winnipeg, \$2.25; Glidden 2-point, Fort William, \$1.77; Winnipeg, \$2.10; Baker 2-point, Fort William, \$1.75; Winnipeg, \$2.07; Waukegan, Fort William, \$1.75; Winnipeg, \$2.07; Alberta 2-point, Fort William, \$1.70; Winnipeg, \$1.98; American special 2-point, Fort William, \$1.40; Winnipeg, \$1.65; plain twist, per 100 lbs., Fort William, \$2.75; Winnipeg, \$3.15; coil spring, No. 9, per 100 lbs., Fort William, \$2.15; Winnipeg, \$2.25; No. 12, Fort William, \$2.25; Winnipeg, \$2.65; plain galvanized wire, No. 9, Fort William, \$2.10; Winnipeg, \$2.50; No. 12, Fort William, \$2.20, Winnipeg, \$2.60.

WIRE CLOTH.

Patented screen, in 100 ft. rolls, \$1.60 per hundred sq. feet; in 50 ft. rolls, \$1.70 per 100 sq. feet.

WIRE, PLAIN.

\$2.90 base.
Bale ties, 14 gauge, single loop, \$3.65 Fort William, \$3.25 Fort Wl.

WIRE (STOVEPIPE).

18 and 19 gauge, 5¼¢ per lb



Stephens'
REGISTERED TRADE MARK

FLOOR PAINT

Here is a Floor Paint which deservedly holds the first place amongst the consumers of the West. It is not a fake "one coat" Paint, but a Paint which will give a perfect finish and satisfaction in two coats properly applied. You can absolutely rely upon it to give satisfaction to your customers and profit to yourself on both initial and repeat orders

Write for full particulars of our Paint Agency proposition.

G. F. STEPHENS & COMPANY, LIMITED

PAINT and VARNISH MAKERS

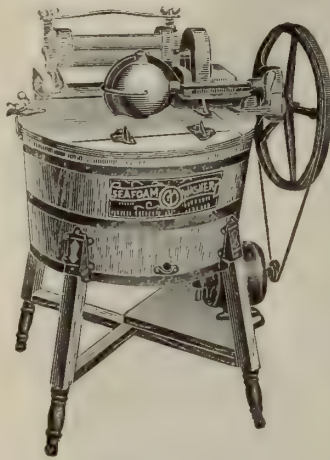
Winnipeg, Canada

Branch at Calgary, Alta.

Washing and Wringing Clothes by **ELECTRICITY** with a **Seafoam Electric Machine**

appeals instantly to every woman and a demonstration is all that is needed to clinch a sale.

IT does ALL the work of washing and wringing. Does it Quickly and Perfectly with no other labor than filling and emptying the machine. The Wringer is permanently fixed to tub and runs in either direction. The SEA-FOAM is operated from an ordinary electric light socket. Washes and wrings at the same time or separately.

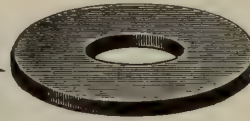


Write us for particulars.

Cummer-Dowswell Limited
Hamilton, Ontario

Wrought and Steel Plate **WASHERS**

of all descriptions



Annealed
Rivet Burrs



Felloe Plates

Sheared and
Punched Plates

Round & Square

Plain or
Galvanized

Prompt Shipments

**Wrought Washer Mfg.
Company**
Milwaukee, Wis.



High Quality **TOOLS**

that you'll find
very profitable

A complete assortment of
Beveled Edge Shank and
Socket Chisels, Pattern
Makers' Chisels and
Gouges, and Handled
Turning Tools.

Write for catalog and full
particulars.

Buck Brothers
Milbury, Mass., U.S.A.



WHEN YOU SKATE

you will experience
a comfort and sense
of security unknown
before, if you are
wearing the

Perfection Steel Ankle Support

Whether you are a begin-
ner or an expert skater,
you need the "Perfec-
tion" Support—it is the
only really efficient stay
for the ankles.

Sold by all the Leading Dealers.
Price, \$1.00 per pair.

**Owen Sound Steel
Press Works**



SATISFIED CUSTOMERS QUICK TURNOVER

are the results in selling

STILL'S AXE and PICK HANDLES

Made of the Choicest Hickory and
Nicely Finished

WRITE FOR PRICES

J. H. Still Mfg. Co.,
LIMITED
ST. THOMAS, ONTARIO

FLY SCREEN WIRE CLOTH

IN BLACK,
BRONZE & GALVANIZED.

SAFETY FIRST

The Season for Fireplace Fix-
tures and Spark Guards is now
on. Have you a supply of
stock sizes?

Inquiries Solicited.

Canada Wire & Iron
Goods Co.
Hamilton, Ont.

See That
THIS MARK
OF HIGH QUALITY
Is On Every
Roll



"Made in Canada"

Brooms of Quality

to introduce our

CANADA LINE

Please note the following **SPECIAL PRICES**—
Sample order solicited:

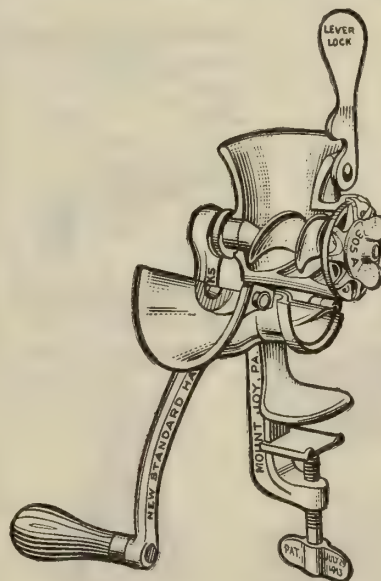
Fine Polished Colored Handles

No. 1 Canada, 5 String	- - \$4.50
No. 2 Canada, 4 String	- - \$4.00
No. 3 Canada, 4 String	- - \$3.75

6 Dozen lots and up delivered—Ontario

WALTER WOODS & CO.
Hamilton

THE "NEW STANDARD"



Sets a "New Standard"
in

**FOOD CHOPPER
EXCELLENCE**

SANITAIRE

By means of a Lever
Lock it opens wide like
a book and is instantly
cleaned.

Exclusive
"New Standard"
Features

Self-Cleaning
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Chops Without
Mashing
Lasting Tin Finish
Positive Table Clamp
Easy to Operate
Easily Cleaned

Three Knives and Pulverizer with each Chopper

IT SELLS ON SIGHT

Price no higher than others.

A size for every purpose.

Write your jobber; if he cannot supply you, write us.

NEW STANDARD HARDWARE WORKS, INC.

MOUNT JOY, PA., U.S.A.

Hardware and Metal's Electro Service

AT the request of many of our readers and in order to assist Canadian hardwaremen in such a manner as to make it easy for them to use illustrations of staple hardware lines in their newspaper, circular or catalogue advertising. Hardware and Metal's editorial department has instituted a new service, viz., the supplying of electros of staple hardware lines at a reasonable price. Many merchants claim that the electros they have on hand are of such large proportions and occupy such large space that their use is almost prohibitive on account of the cost of newspaper space. By using small electros of seasonable goods the merchants will be able to feature several lines in one advertisement at a very reasonable cost. Hardware and Metal will from time to time publish seasonable advertising suggestions in which electros here shown will be used. In ordering electros be sure and order by numbers. Price of electros shown on this page is 15c each. Cash with order. Address all orders to Hardware and Metal, 143-153 University Ave., Toronto, Ont. Series No. 1.



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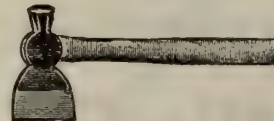
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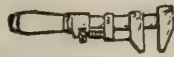
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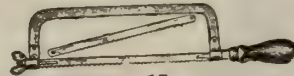
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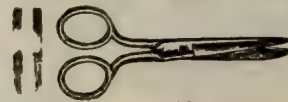
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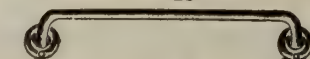
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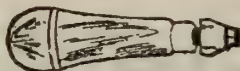
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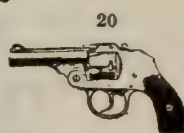
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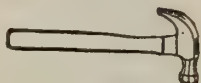
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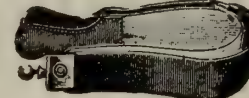
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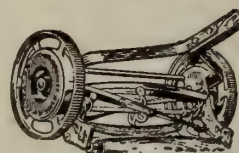
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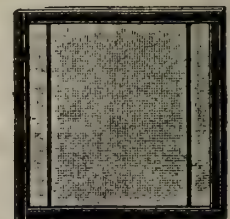
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HARDWARE AND METAL'S ELECTRO SERVICE



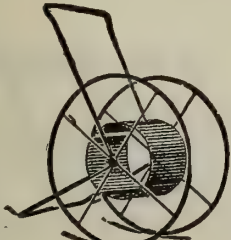
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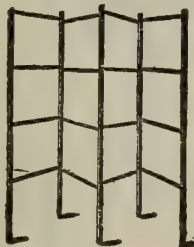
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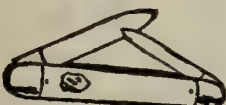
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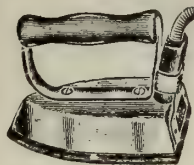
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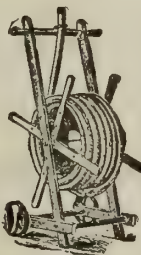
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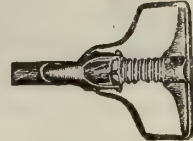
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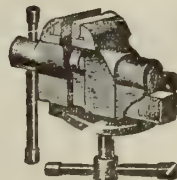
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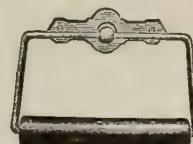
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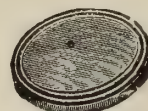
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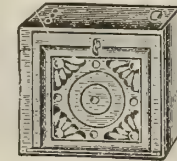
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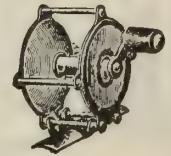
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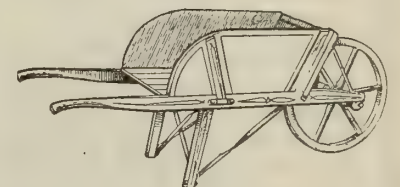
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Electros on this page will be supplied at 15 cents each. Cash with order. Be sure and order by number.

Address all orders for cuts to

Hardware and Metal, 143-153 University Ave., Toronto, Canada

SCREW HOLES

Needed Everywhere

These ready-made screw holes can be used in wood, glass, marble, all kinds of metals, cement, in fact anything that will contain a hole will contain screw holes.

Stine Screw Holes are a simple and practical metal body that will hold screws and release them whenever desired.

Take for instance:—In the putting on of storm doors, etc., it is no longer necessary to move hinges and make new holes in order to make the screws hold. Our FREE MOUNTED SAMPLE will demonstrate the general usefulness of screw holes. Ask us for it.

Stine Screw Holes Co.
Decatur, Illinois, U.S.A.

Mrs. Vrooman's Sink Strainer

"A WOMAN'S INVENTION FOR THE WOMEN"



This is a remarkably handy and fast selling line. It fits the corner of the sink and is either attached to the edge by heavy wire hooks or stands on metal legs. This strainer prevents the clogging of the plumbing, enables the housewife to strain anything without littering the sink. Made in six different styles and sizes. Write for catalogue and price list.

Andrews Wire Works
of Canada, Limited
WATFORD ONTARIO

Turpentine Producers' Agency

IMPORTERS OF TURPENTINE

LOWEST QUOTATIONS BY WIRE OR LETTER

We Are Also Agents For
BADEN LINSEED OILS

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ARCTIC METAL

The babbitt that wears well. Have you tried it? Get a sample box from your dealer and prove it.

Tallman's reputation is in the goods.

Tallman Brass & Metal Co.
HAMILTON, ONT.

Jonathan Crookes & Son

Sheffield, England

Corporate Mark



Granted 1780.

Supreme Cutlery

FOR SALE BY LEADING WHOLESALE HOUSES

ROOFING

of Quality

"BLACK CAT" "GOOD LUCK" } RUBBER
"McCOMB'S SPECIAL" } ROOFINGS

Write for Prices.

J.H. McComb
Limited
Montreal



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

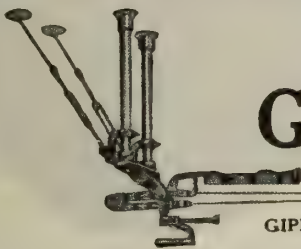
bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace—made for Machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.



TOBOGGANS

Get prices now

J. E. BEAUCHAMP & CO.
Coristine Building MONTREAL



YOUR GUARANTEE

GIPE-HAZARD STORE SERVICE CO., LTD.
97 Ontario St., Toronto, Canada



INSTALL Gipe-Hazard Carriers — use them ten days—put them to every test—and if they do not give quicker, better and more satisfactory store service than any other system, they may be returned at our expense. Fair enough, is it not? Investigate our modern Electric Cable Cash Carrier and Pneumatic Dispatch Tubes.

Send for our new Catalogue F.

Wilt Twist Drills.

A combination of

STEEL—Made for the purpose.
MACHINING — Completed at one chucking in successive cuts, which gives greater accuracy.
HARDENING — Expert men using electrical equipment insures correct and uniform hardness.

This is the reason why WILT drills are giving satisfaction to the largest Canadian users.

Ask your jobber for Wilt Drills.

They Will Satisfy You.

Made in Canada
by the

WILT TWIST DRILL CO.
of Canada, Limited

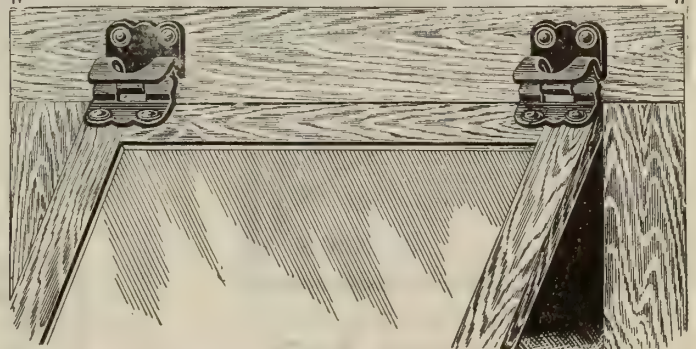
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ONTARIO



WATROUS-ACME MFG. CO.

Wrought Metal Products



Butts, Hinges, Storm Sash
Hangers and Fasteners,
Door Buttons, etc.

Excellent Goods at Lowest Prices.

Watrous-Acme Mfg. Co.
Des Moines, Iowa

Canadian Representative:

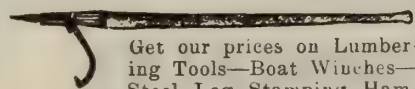
J. Taylor Webb

8 Bank of Hamilton Chambers.

Winnipeg

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

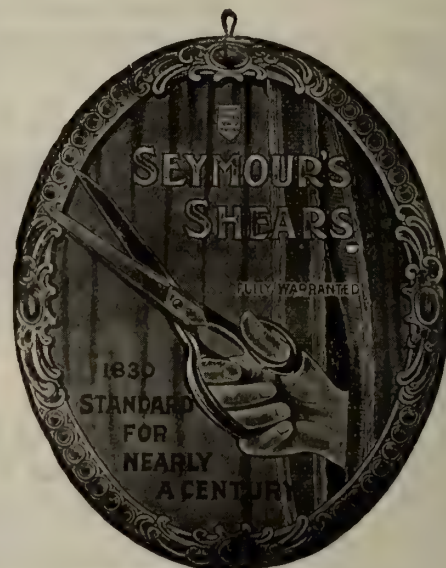


Get our prices on Lumbering Tools—Boat Winches—Steel Log Stamping Hammers, etc.

ARGALL BROS., - - General Ironworkers
Estb. 1860 Three Rivers, P.Q.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD..
HAMILTON, ONT.



SEYMOUR'S
SHEARS

1830
STANDARD
FOR
NEARLY
A CENTURY

Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in handsome colors.

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to Henry T. Seymour Shear Co.

Selling Agents, WIEBUSCH & HILGER, Ltd., New York
A. MacFARLANE & CO. Montreal
Canadian Agents



SPOONER'S NO. 10 HOT BOXES
NON-FRICTION
MACHINERY BEARING METAL

COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

BEAR BRAND LAMP BLACKS

A Germantown of quality
that gets big business
WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

The PARMENTER BULLOCH CO., Ltd. GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



Write for a catalogue of Feed Cookers, made in all sizes, James Bros. Foundry Co., Perth, Ont. Western Representative A. E. Hinds & Co., 420 Chamber of Commerce, Winnipeg, Man.

100 Years of Peace
Between the United States and Canada
WALKER'S CORK SCREWS
have been sold in Canada for a quarter of that time, and more of them will be sold because they are all guaranteed not to bend or break in use.
All jobbers in Canada have them in stock. Insist on getting "Walkers." Our 1914 catalogue should be in every hardware store. Write us for it.
ERIE SPECIALTY COMPANY, Erie, Pa., U.S.A.

FIRE BRICK & FIRE CLAY
BEST
PENNSYLVANIA QUALITY
No Order Too Small To Receive Our Best
Attention
ELK FIRE BRICK CO., OF CANADA LIMITED
HAMILTON, CANADA

BOLTS, RIVETS, WIRE & WIRE NAILS

Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

HERCULES SASH CORD



THE BEST MADE

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

All Wholesale Dealers Sell Them

CHAINS Made in Canada

We manufacture all kinds of lap-welded chains—Boom, Log, Stretcher, Wrecking, Crane and Dredge chains, etc. Satisfaction guaranteed in all of our products. Write us for price lists.

The Canada Chain Co., Ltd.
SARNIA, ONTARIO

Metallic Nickel

SHOT, BLOCKS, INGOTS

ALSO

ELECTROLYTIC NICKEL

(99.80% PURE)

Prime Metal for the manufacture of Nickel Steel, German Silver, Anodes and all Alloy purposes.

THE INTERNATIONAL NICKEL COMPANY

48 Exchange Place NEW YORK

NOVA SCOTIA STEEL & COAL CO., Limited, NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL



OAKEY'S

The original and only
Genuine Preparation
for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of

Emery, Black Lead Emery Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS

Manitoba—Bissett & Loucks, Limited, Winnipeg

British Columbia—McPherson &
Teetzel, Vancouver

Reliable
QUALITY

DRIVE WELL POINTS



All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches.
All numbers of gauze from 60 to 120 mesh.
Also Tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes,
Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps,
Brass Wire Cloth, and Perforated Sheet Brass, Pump Leathers, Rod Couplings, Tank Lugs.

PROMPT SHIPMENTS

Otterville Manufacturing Co., Limited, Otterville, Ont.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

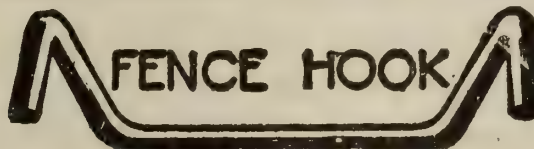


To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

Agents: A. RAMSAY & SON COMPANY, Montreal.

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, COILED SPRING
BARB and PLAIN FENCE WIRE,
OILED and ANNEALED WIRE,
CLOTHES LINE WIRE, STAPLES,
ETC.

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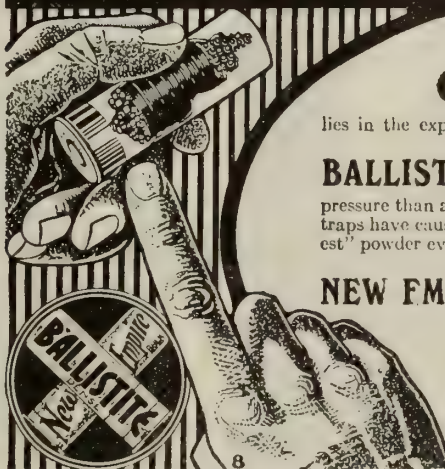
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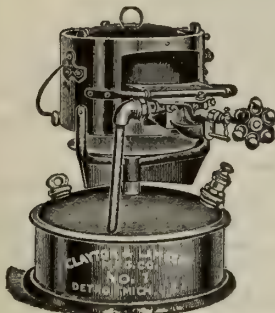
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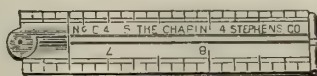
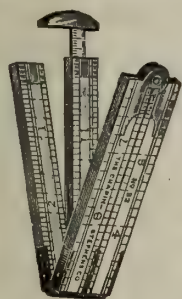
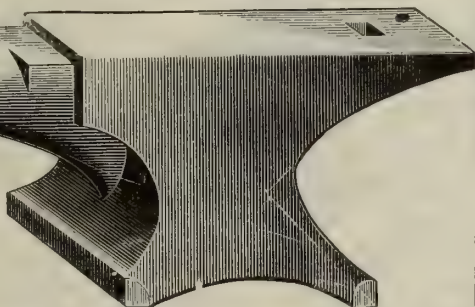
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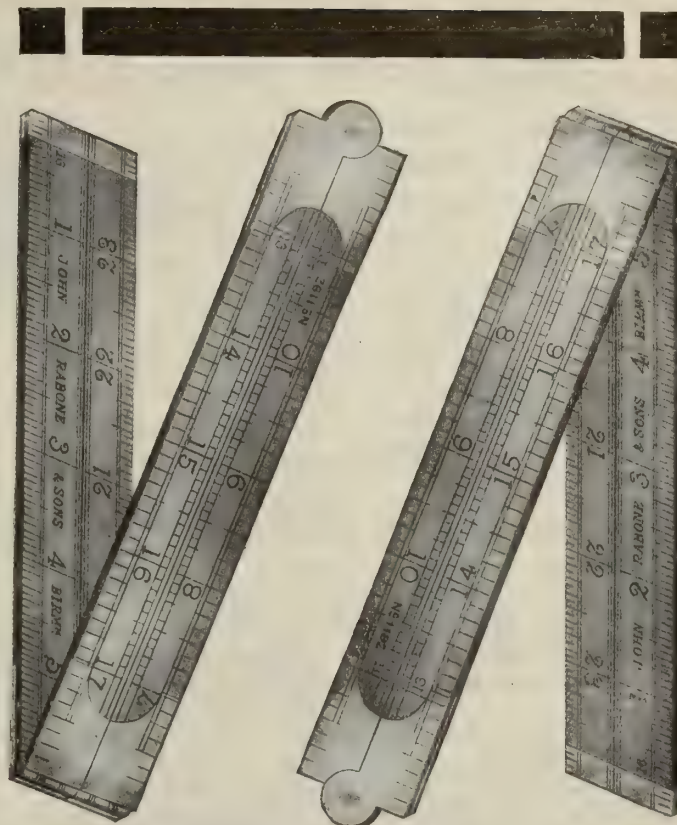
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Excelsior Plate Glass Co., Toronto.

A. Ramsay & Son, Montreal.

G. F. Stephens & Co., Winnipeg.

Glass, Ornamental.

Consolidated Plate Glass Co., Toronto.

Excelsior Plate Glass Co., Toronto.

G. F. Stephens & Co., Winnipeg.

Toronto Plate Glass Importing Co., Toronto.

Glass, Sheet and Figured.

A. Ramsay & Son, Montreal.

Glass Paper.

A. Ramsay & Son, Montreal.
Jno. Oakey & Sons, Ltd., London, Eng.

Glass, Wired.

G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.

Excelsior Plate Glass Co., Toronto.

Consolidated Plate Glass Co., Toronto.

Glaziers' Diamonds.

Pelton, Godfrey S.
Arthur Rudd & Co., St. Helen's.
Sharratt & Newth, London, Eng.
G. F. Stephens & Co., Winnipeg.

Gline.

Henderson & Richardson, Montreal.
G. F. Stephens & Co., Winnipeg.

Gauges.

Buck Bros., Milbury, Mass.

Grindstones.

Cleveland Stone Co., Cleveland.

Richards-Wilcox Mfg. Co., London, Ont.

Guns.

J. P. Clapbrough & Johnston, Birmingham.

Harrington & Richardson Arms Co., Worcester, Mass.

Iver-Johnson's Arms & Cycle Works, Fitchburg, Mass.

Remington Arms-U.M.C. Co., Windsor.

Ross Rifle Co., Quebec.

Hammers.

Whitman & Barnes Mfg. Co., St. Catharines.

Handles.

Still, J. H., Mfg. Co., St. Thomas.

Hangers, Storm Sash and Screen.

The Stanley Works, New Britain, Conn.

Taylor Forbes Co., Guelph, Ont.

Watrous Acme Mfg. Co., Des Moines, Iowa.

Hardware, Metal Window.

Canadian Yale & Towne, St. Catharines.

P. & F. Corbin, New Britain, Conn.

The Stanley Works, New Britain.

Harvest Tools.

H. S. Howland, Sons & Co., Toronto.

Hay Unloading Tools.

F. E. Myers & Bro., Ashland, Ohio.

Hinges.

J. E. Beauchamp & Co., Montreal.

Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain.
Taylor Forbes Co., Guelph, Ont.

Hinges, Spring.

Chicago Spring Butt Co., Chicago.

Hockey Sticks.

Still, J. H., Mfg. Co., St. Thomas.

Hooks.

P. & F. Corbin, New Britain, Conn.
Henderson & Richardson, Montreal.

The Stanley Works, New Britain, Conn.

The Steel Co. of Canada, Ltd., Hamilton.

Hooks, Hat and Coat.

The Steel Co. of Canada, Ltd., Hamilton.

Taylor Forbes Co., Guelph, Ont.

Hooks, Moulding.

The Andrew B. Hendryx Co., New Haven, Conn.

Hoops, Steel and Wire.

Laidlaw Bale-Tie Co., Hamilton, Ont.

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The Steel Co. of Canada, Ltd., Hamilton.

Hose, Garden and Lawn.

The Canadian H. W. Johns-Manville Co., Ltd., Toronto.

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Wm. Cane & Sons Co., Newmarket.

McClary's, London, Ont.

North Bros. Mfg. Co., Philadelphia.

The Sheet Metal Products Co. of Canada, Ltd., Toronto.

Ice Cutting Tools.

North Bros. Mfg. Co., Philadelphia.

Iron and Steel Bars.

Dominion Iron and Steel Co., Ltd., Sydney.

Henderson & Richardson, Montreal.

The Steel Co. of Canada, Ltd., Hamilton.

London Rolling Mill Co., London.

Iron Pipe.

Canadian Tube & Iron Co., Montreal.

The Steel Co. of Canada, Ltd., Hamilton.

Iron Pumps.

R. McDougall Co., Galt.

F. E. Myers & Bro., Ashland, Ohio.

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A. Ramsay & Son Co., Montreal.

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E. T. Wright Co., Ltd., Hamilton.

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Jno. Oakey & Sons, Ltd., London, Eng.

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Pratt & Whitney Co., Dundas, Ont.

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Otterville Mfg. Co., Otterville, Ont.

G. F. Stephens & Co., Winnipeg.

Stratford Mfg. Co., Stratford, Ont.

Ladders, Shelf.

F. E. Myers & Bro., Ashland, Ohio.

Richards-Wilcox Canadian Co., London, Ont.

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The L. Martin Co., New York.

G. F. Stephens & Co., Winnipeg.

Wilkes Martin Wilkes Co., New York.

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Pitner Gasoline Lighting Co., Toronto.

Lamps, Incandescent.

Northern Electric Co., Montreal.

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Thos. Davidson Mfg. Co., Montreal.

McClary's, London, Ont.

Ontario Lantern & Lamp Co., Hamilton, Ont.

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Hamilton Whip Co., Hamilton, Ont.

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D. Maxwell & Sons, St. Mary's.

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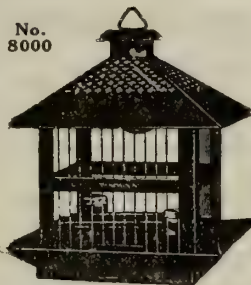
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Owned and operated by Nicholson File Co.

The Only "HENDRYX" Mission Cages

A WORD FOR QUALITY

Made of solid brass throughout and done in dull finish, polished brass or antique copper, with sliding draw base and porcelain cups.

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Patented
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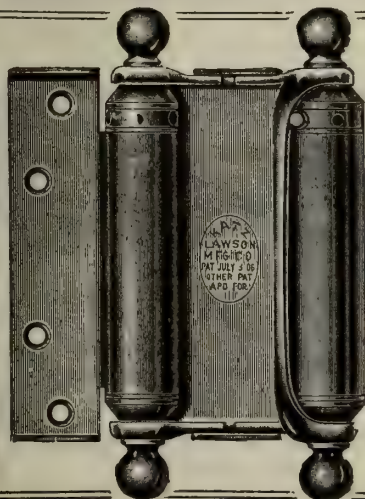
The new style mission cage has an open wire roof, and the brass bands narrower.

The cups are set in opposite corners and protected by a sliding guard.

The cage can be furnished with a guard either of brass wire or of glass.

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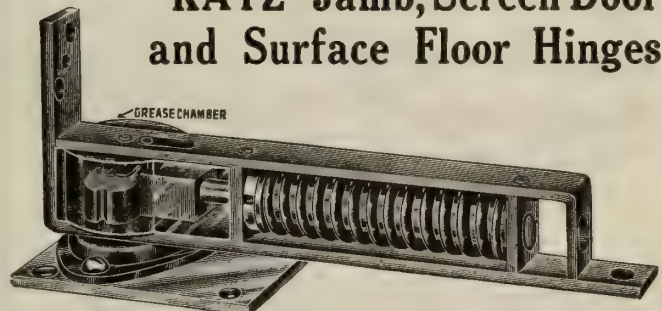
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"KATZ" Jamb, Screen Door
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Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

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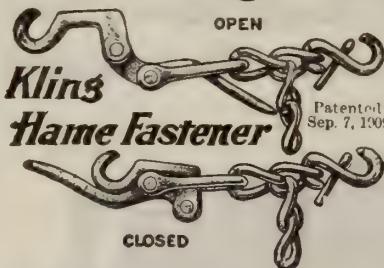
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Patented
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Are a good line to boost because they are among the most modern and practical tools for garden and flowers.



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The "NORCROSS" line is of the highest quality and finish throughout, and it is very profitable. WRITE FOR 1915 BOOKLET AND NAME OF YOUR NEAREST JOBBER WHO CAN SUPPLY YOU WITH NORCROSS GOODS.

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CARRIAGE and MACHINE BOLTS
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RIVETS, NUTS and
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Orders Filled
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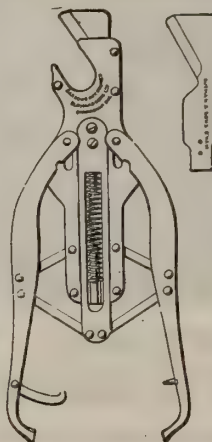
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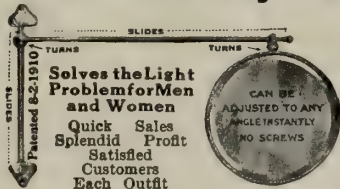
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Immense power by lever blade and toggle motion.
Detachable blades.
The only pruner that does not pinch or squeeze the shoot.
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Makes the shave easier and quicker. Women need it in their Boudoir.

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An Auger Bit You Can Depend On. Fully Warranted
FORD AUGER BIT CO. HOLYOKE, MASS.

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For sale by all leading hardware jobbers.

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Needles in the Hollow handle screw top

See that Thread Reel under the finger tips.

THIS PRINCIPLE IS RIGHT.

JUST OUT NEW.

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Avoid imitations of our

CUTLERY

By seeing that this exact
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REGISTERED TRADE MARK
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GRANTED 1682.

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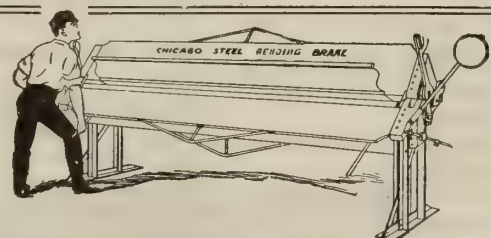
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Two styles of shanks,—
three threads for boring all woods

Patented by
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Russell Jennings Mfg. Co.

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The Steel Brakes do the largest variety of work with accurate results.

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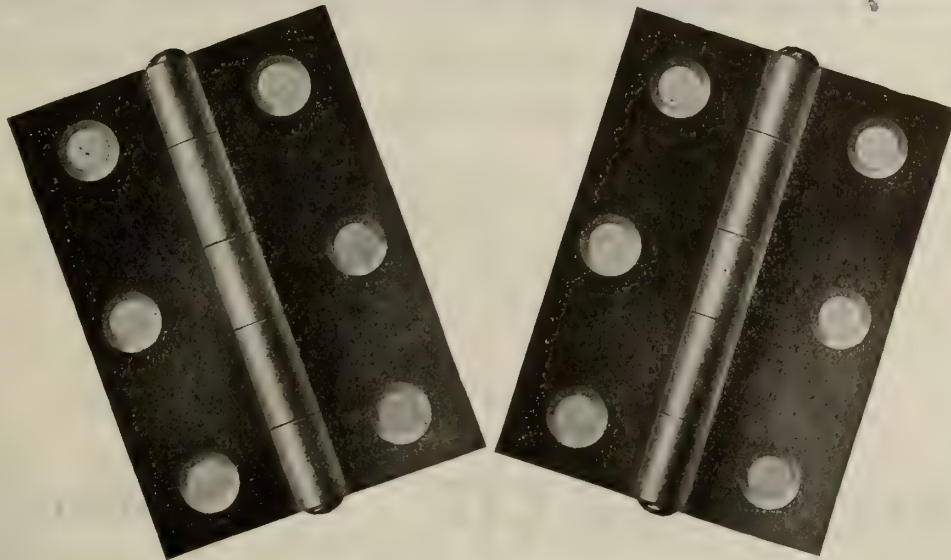
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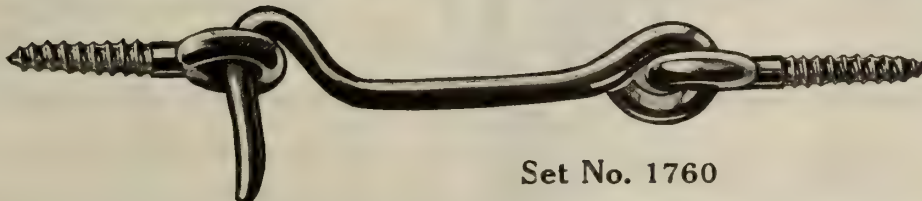
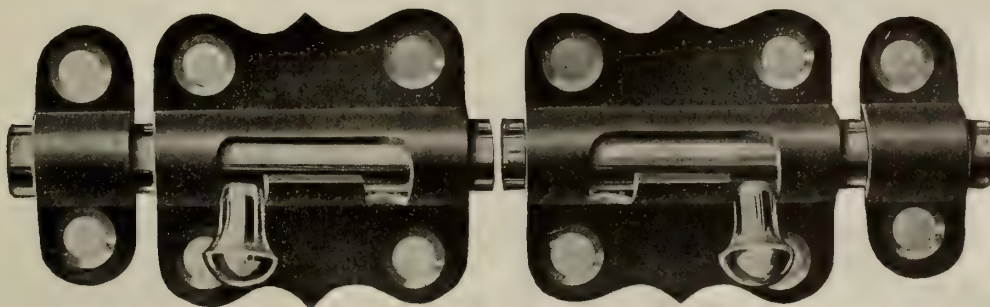
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Cellar Window Sets

S.W.



S.W.



Set No. 1760

In every set are one pair of 3 inch wrought light narrow butts, one hook and eye, and two 2½ inch bolts. Your customers will be quick to see the advantage of having a bolt at each side of the window. 2 inch butts are packed with other makes.

Japanned or "Stanley" SHERARDIZED. Rust Proof Finish.

Packed with screws, one set in a box, 12 sets in a carton, a gross sets in a case. Backed by the S. W. Guarantee. Tell your Jobber to supply you.

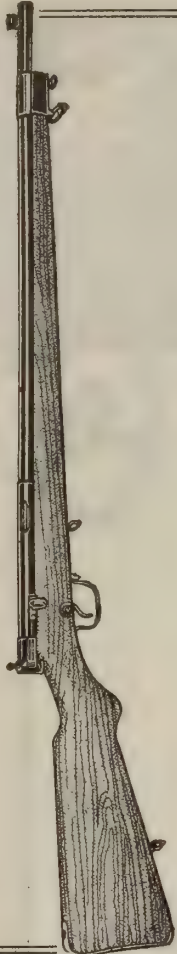
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M'S

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New Britain, Connecticut

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When Boys are Drilling they will want to shoot

Get ready to supply the demand for the **Ross Cadet Rifle**—a .22 calibre Rifle—officially adopted by the Canadian Government for Cadet Corps.

It is accurate, strong, handsome and sells readily for camp and general purposes. Retails at \$12.00.

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ROSS RIFLE CO. - Quebec, P. Q.

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for building purposes

*Sheet, Plate, Figured
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A trial will convince you that our
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combination hard to beat.

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FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

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MEASURING TAPES STEEL RULES

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Every one of our Tapes and Rules is made to maintain the reputation that the line has borne for years.



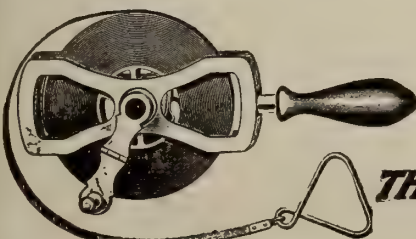
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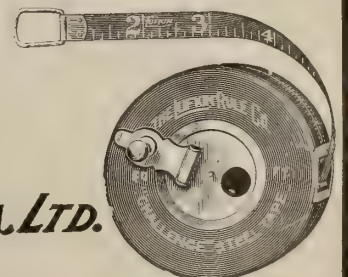
TRADE-MARK

Need no introduction.

They have an established reputation. They will sell well, for besides being Canadian made they are widely and favorably known by users.



THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



COMMUNITY SILVER PLATE



SHERATON



Posed for COMMUNITY by MRS. VERNON CASTLE, of Castle House

THE BEAUTY * * * of Community Silver is not meant to be a "moment's ornament." It permanently enriches the table—and your life.

Oneida
Community
Ltd.

Oneida, N. Y.

Niagara Falls, Ont.

Please send me free
window easel as offered
in Jewelers' Circular.

Name

Address

NOTE—if you desire newspaper
electros for local advertising, please
indicate here:

Send me

Single column electro or

Double column electro

COMMUNITY STERLING (Patrician design only. Ask your jobber for prices).

COMMUNITY SILVER PLATE (*Plate de Luxe*)

Six Teaspoons, \$2.75

Also COMMUNITY-RELIANCE plate (Not made in the Patrician and other Community

Silver designs, but in four distinctive patterns of its own)

Six Teaspoons, 1.35

IMPORTANT—The above advertisement—posed by MRS. VERNON CASTLE, a national celebrity—will appear on the back cover of the Saturday Evening Post for Nov. 7, also back cover of Collier's, Nov. 23. It is so attractive that we have decided to issue it in easel form for the dealer's window. If you desire this picture, fill out attached coupon. It's free.

HARDWARE AND METAL

Established 1888

Published Every Saturday

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXVI.

Publication Office: Toronto, Canada

No. 45

November 7, 1914



A Turning Movement

to better profit in the paint department is
invariably the result of boosting

MARTIN-SENOUR PAINTS AND VARNISHES

MADE IN CANADA

The handling of Martin-Senour Paints and Varnishes
means More Money Made.

The exclusive agency for these products is a valuable
asset to any business because of their reputation of
unsurpassed quality, the satisfaction and profit they
give consistently.

Not the least interesting feature is the extensive adver-
tising and Sales Promotion campaign especially
arranged to aid our Dealer Agents. It comprises
effective ideas in Interior and Exterior display, Mail-
ing campaigns, Follow-up systems. In fact, nothing
left undone to boost.

Our message of quality and value in Martin-Senour
products reaches nearly every possible user in Canada
through the mediums of the largely circulated Daily
and Weekly Press, Magazines, Farm and Religious
Journals, etc.

Write for our proposition

The **MARTIN-SENOUR** *Go.*

LIMITED

PRODUCERS OF PAINTS AND VARNISHES

CHICAGO

MONTREAL

WINNIPEG

HALIFAX

LINCOLN

TORONTO




100% PURE

QUALITY




What You Can
Tell Your Customer

You Can Truthfully State

That 1847 ROGERS BROS.  has been the standard silverplate for over sixty-five years:

That no higher quality can be obtained than

1847 ROGERS BROS. 

"Silver Plate that Wears"

That it is MADE by CANADIANS in CANADA, and is equal to the best the world produces.

No better time than the present to advertise by means of Window Displays, and in the papers.

We advertise the goods in general publications; it is for you to let the public know that they can be purchased from YOU.

MERIDEN BRITANNIA COMPANY, Limited

HAMILTON, CANADA

IT WILL PAY YOU
TO SELL
"P. & W. Co."
SMALL TOOLS
PRECISION
DELIVERY
QUALITY
GUARANTEED

IF YOUR JOBBER CAN'T SUPPLY YOU
WRITE US DIRECT

PRATT & WHITNEY COMPANY
OF CANADA LIMITED
DUNDAS - ONTARIO
MONTREAL—WINNIPEG—VANCOUVER

There is a shoe store in your town
 needs a rolling ladder. And a book store,
 and several others.



Why not get our catalog, showing full
 line, all kinds, and go after them?

HOW ABOUT YOUR OWN STORE?

Richards-Wilcox **CANADIAN**
COMPANY, Ltd.
LONDON, ONT.

Order STANLEY No. 3000
"TWINROLD" SELF-TIGHTENING
 COILED DOUBLE
BOX STRAPPING

Nails on
 RIB CENTER
 Can't Slip.

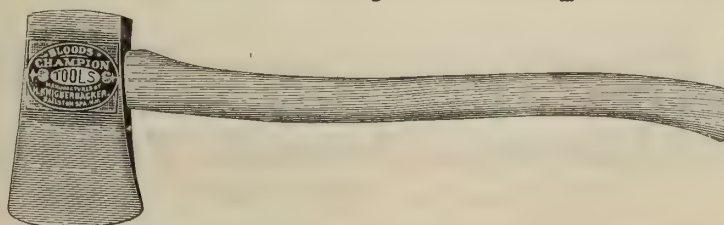
Nails driven
 obliquely on
 RIB CENTER
 Tighten Strap

300-FOOT COIL

See page 87
The STANLEY WORKS, New Britain, Conn.
 Canadian Representatives:
A. MacFarlane & Co., Coristine Bldg., Montreal.

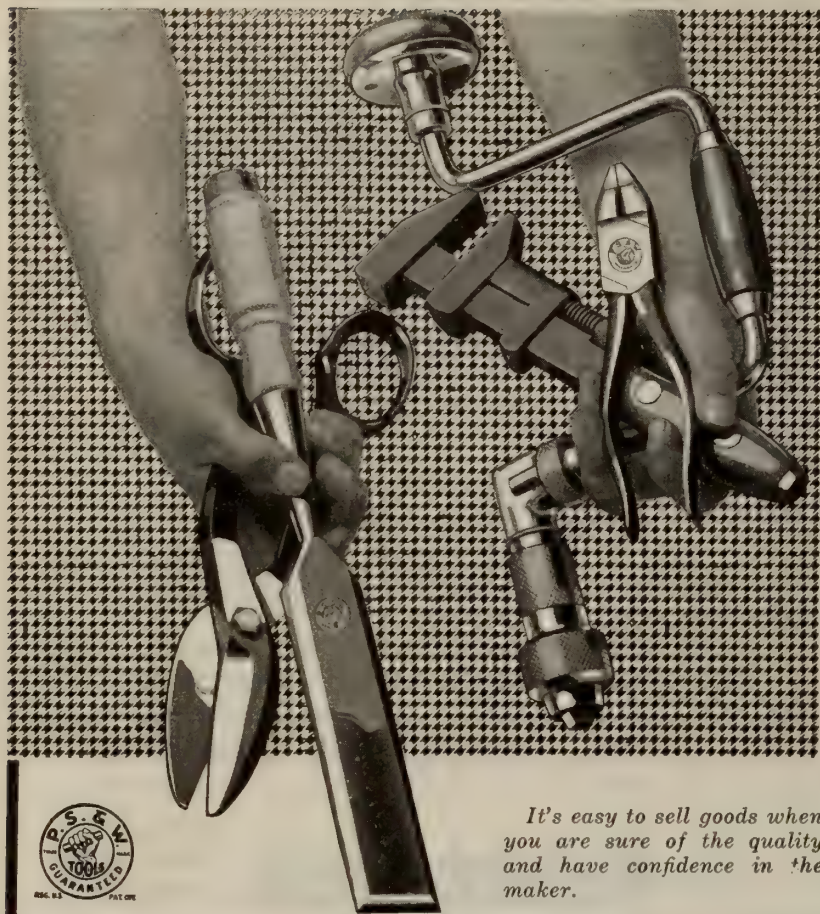
**Our Assortment of Axes and All Lumbermen's
 Tools is Very Complete**

Why not send
 us
 a trial order?



Satisfaction
Guaranteed.

Thomas Birkett & Son Co., Limited, Ottawa, Ont.



*It's easy to sell goods when
you are sure of the quality
and have confidence in the
maker.*

We Offer You Our Best

TURNED out in Pexto home shops by expert toolmakers. A guaranty of excellence and prompt service from a house with a century of achievement.

The Peck, Stow & Wilcox Co.

Mfrs. Mechanics' Hand Tools,
Tinsmiths' and Sheet Metal Work-
ers' Tools and Machines, Builders'
and General Hardware.

Southington, Conn.

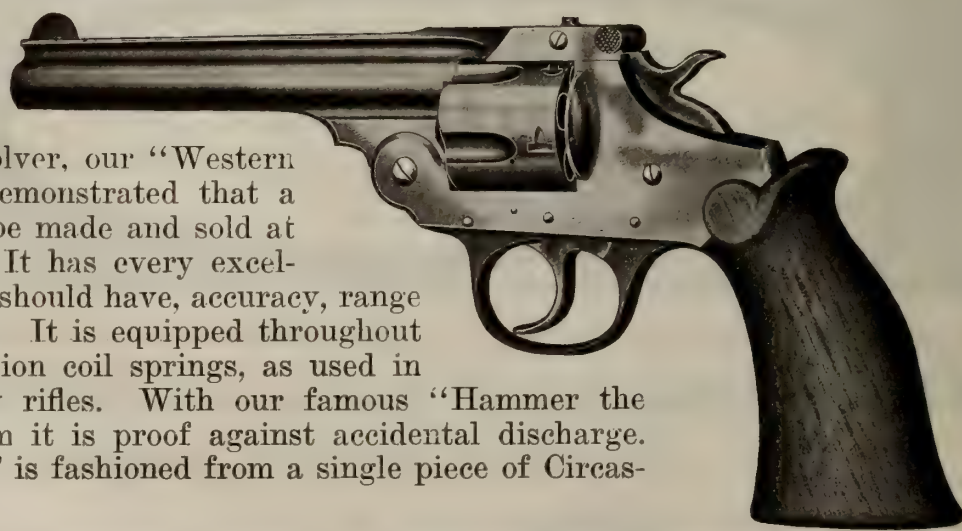
Cleveland, Ohio.



IVER JOHNSON WESTERN GRIP REVOLVER

The Gun That Put A Dent In Fancy Prices

This splendid revolver, our "Western Grip" model, has demonstrated that a perfect firearm can be made and sold at a reasonable price. It has every excellence that a real gun should have, accuracy, range and smashing power. It is equipped throughout with permanent tension coil springs, as used in United States Army rifles. With our famous "Hammer the Hammer" mechanism it is proof against accidental discharge. The "Western Grip" is fashioned from a single piece of Circassian walnut.



Sold by all Canadian jobbers. See that you carry it in stock.



Iver Johnson's Arms & Cycle Works
350 River St., FITCHBURG, MASS.



LEARN TO SHOOT

There is a "big demand"
at the present time for

CHEAP GUNS AND RIFLES

suitable for drilling pur-
poses, and especially for
use of

CADET CORPS.

We have Muzzle-Loading
Shot-Guns, both single
and double, in stock,
ranging in price from
\$1.50 to \$7.00 each.

INQUIRIES SOLICITED.



LEWIS BROS., LIMITED, MONTREAL
WHOLESALE HARDWARE

Be Patriotic!!

Buy and use Goods

"MADE IN CANADA"

A Reputation is one thing, but to know you are buying a "good value" line is an assurance of a square deal to your customers.

If you are not a Morrison customer we would like to show you where it is to your advantage to be one.

Let us co-operate?

**The James Morrison Brass
Mfg. Co., Limited**

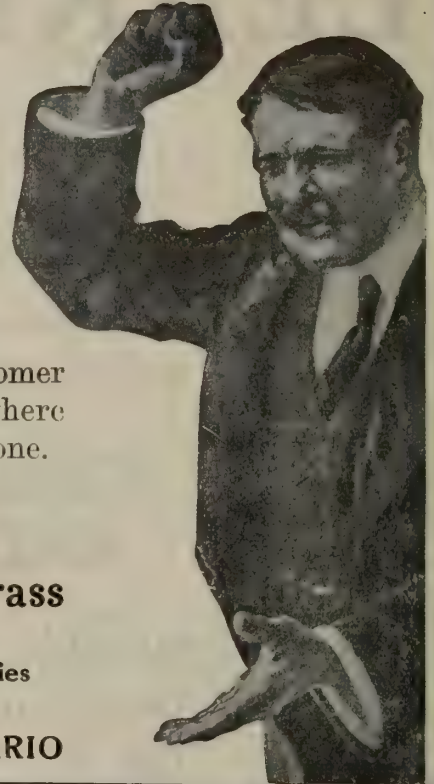
Engineers' and Plumbers' Supplies

89-97 West Adelaide St.

TORONTO - ONTARIO



J. M. T. Globe Valve.

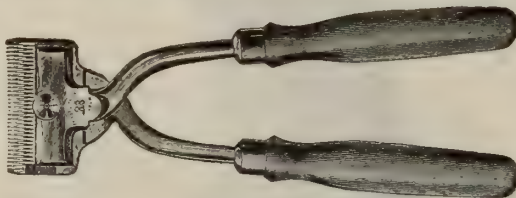


PRIEST'S HORSE and TOILET CLIPPERS

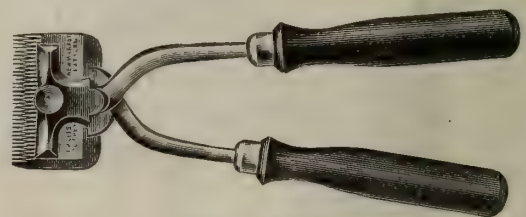
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

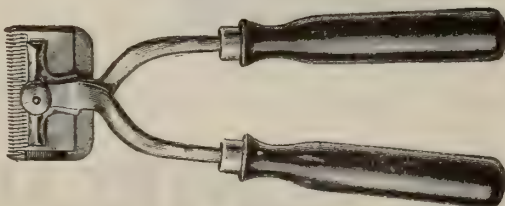
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



BALL BEARING
Retailing at about \$2.50.

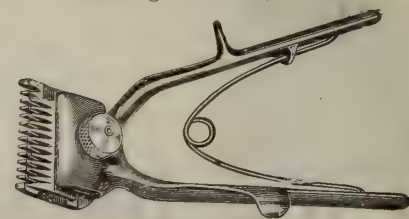


NEW MARKET
Retailing at about \$1.75.



LENOX
Retailing at about \$1.50.

If you are not familiar with these goods, send for samples and compare them with others.



Hunter, Fetlock and Dog Clipper, retailing at about \$1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL

Canadian Agents for Wiebusch & Hilger, Ltd., New York City

Something new in Ash Cans



S M P No. 40

Why **S M P** No. 40?

Because

- Regulation size ash can for City of Toronto.
- It cannot rust or leak, being hot galvanized (*galvanized last—not first*)
- It has armored top and bottom—no sheet metal edges sticking out.
- The handles are $\frac{3}{4}$ in. in diam. and will not cut the hands.
- No. 40 is the latest addition to the **S M P** line and lives right up to our trade-mark



Shipments Made Promptly

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED
 MONTREAL TORONTO WINNIPEG

Are You One of the Capable Men of Your Locality?

Does your present income permit you to enjoy all the every-day luxuries, an occasional vacation trip, a new watch, bicycle, or possibly an extra fall suit?

We are anxious to appoint a capable man in your district to represent MacLean's and The Farmer's Magazine.

In all parts of the country hundreds of energetic men are representing our publications, supplementing limited home incomes, or, in other cases, making this work their only vocation. Some of them earn more than managers of leading concerns.

The work is enjoyable, keeping you out of doors and in touch with the activities of the community. You will not be a canvasser, for as a representative of MacLean's or Farmer's Magazine you will be received as one of the successful, capable men of the community. Consequently your success is assured from the very start.

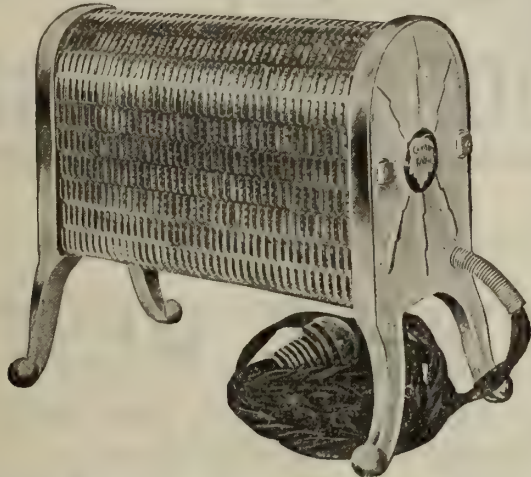
On each order, new or renewal, you will receive a definite commission, so that your salary will be gauged entirely by your efforts. No previous business experience is necessary. We coach you and co-operate with you at all times. If you will write us to-day, we will gladly tell you further about the work.

Do not delay Writing

The MacLean Publishing Company, Limited
143-149 UNIVERSITY AVE. TORONTO, CANADA

Better Business Than Usual

where "CANADIAN BEAUTY" Goods are boosted



Radiator or Air Warmer

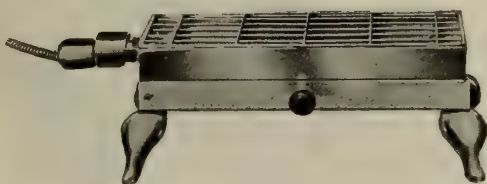
Very convenient for bathroom, nursery, den or library. Will heat a good-sized room at little cost. An effective auxiliary for heating isolated rooms during exceptionally cold weather, and affording sufficient warmth in Fall and Spring months for average-sized rooms. Supplied with seven feet of Heater Cord and attachment plug, and can be attached to any lamp socket.

Hardware dealers, place orders for your Christmas stock in good time to insure prompt shipment.

Toaster Stove

A combination of economy, cleanliness, and maximum efficiency.

It toasts, boils, fries and broils, and at least two operations can be done at same time. Illustration shows toast being made, coffee percolated, and potatoes stewed in cream.



Write for New Catalog

It gives particulars on our complete line.

Renfrew Electric Manufacturing Company, Ltd.

Renfrew, Ontario



The Fight for Durability

Chapter I.

Much has been written regarding the production of pure iron in the open hearth furnace. Few have been informed of the sleepless nights and nerve-racking days spent by our Open Hearth Dept., in fighting down the impurities usually found in steel.

To accidentally burn steel in the open hearth furnace was crime; to do so on purpose, the act of a mad man. Yet this step had to be taken before pure iron was a reality.

We could not point with pride to the wild heats poured all over the floor of the open hearth to avoid the dreaded salamander in the ladle pit. No crepe was displayed when fifty-ton salamanders were gently buried in the ground instead of being rolled into sheets. No murmur of protest came from the lips of those whose clothes were burned in holes to the lacerated skin in an effort to keep the heat from freezing in the ladle. No retreat was sounded when the extra intense heat required to burn out the last traces of impurities caused the furnace roofs to drop and cave in, the ladle lining to be replaced four to five times as often as required in producing steel.

ARMCO IRON Resists Rust

We realized no big undertaking came easily; our task was to produce pure iron in the open hearth furnace, and we did it. May we not be justly proud of the unequaled durability of Armco-American Ingot Iron?

The American Rolling Mill Co.



The trade mark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

Licensed Manufacturers under Patents granted to The International Metal Products Company.

Armco-American Ingot Iron Black and Galvanized Sheets, Roofing, Pipe, Gutter, Metal Lath and Terne Plate.

Middletown, Ohio

District Sales Offices at Chicago, Pittsburgh, Detroit, Cleveland, New York, St. Louis and Cincinnati



HOW MANY GARAGES
IN YOUR LOCALITY
DID YOU SUPPLY
WITH DOOR HANGERS
? ? ?

THE "GREAT WEST"

IS YOUR BEST ARGUMENT—FOR THIS MOST
DESIRABLE PATRONAGE

THE LOGICAL HANGER FOR GARAGE DOORS

Manufactured in Canada by
CANADA STEEL GOODS COMPANY, LIMITED - **Hamilton, Ontario**

GREENING'S COW TIES

are the

Lightest, Strongest, and Best
Chains on the market.

Made in six styles and six sizes.

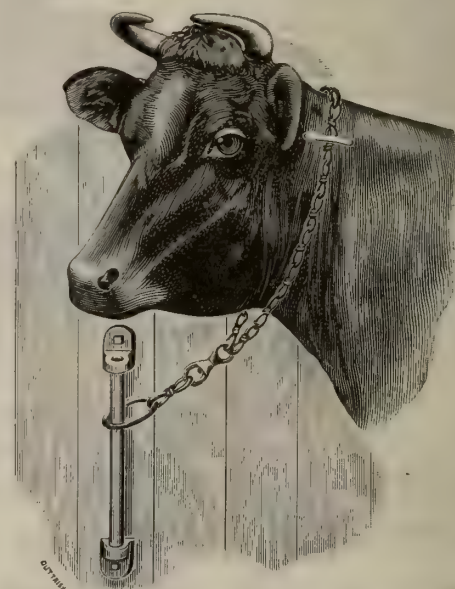
Also Halter, Dog, Kennel, Tie Out
and Trace Chains.


Manufactured by

The B. Greening Wire Co. Ltd.

Hamilton, Ont.

Montreal, Que.





The Steel Company of Canada, Limited

  HAMILTON - CANADA

STEEL and IRON BARS

Cold Twisted Bars for Concrete Reinforcing

Angles, Channels, Plow Beams

We have the equipment to furnish Steel Products with all possible speed, and guarantee the quality of every piece that leaves our Mills.

Wire,
Wire Nails,
Tacks, Staples, Shot,
Wood and Machine Screws, Bolts,
Nuts, Rivets and Burrs, Spikes, Cable,
Horse Shoes and Horse-Shoe Nails, Wing Boot Calks,
Wire Hoops, Bright and Brass Wire Goods, "Tiger"
White Lead, "Invincible" Fencing, Corrugated Fasteners,
Railway Track Equipment, Strand Steel and Copper,
Putty, Jack Chain, Pole Line Hardware, Bale
Ties, Cotter Pins, Hinges, Wrought
Pipe and Nipples,
Lead Pipe.

Sales Offices:

HAMILTON
VICTORIA

MONTREAL
VANCOUVER

TORONTO
ST. JOHN

WINNIPEG
HALIFAX

A Confidential Chat With Our Readers

HELP RETAILERS TO SELL MORE GOODS.

A GOOD live hardwareman, in a Western town, was discussing the value of trade papers, the other day, with one of our Subscription representatives.

Said he: "I believe that the advertising pages give me almost greater help in my business, than the editorial section."

"The advertisements in Hardware and Metal have the greatest educational value for a hardware retailer. They not only tell me all about the hardware lines, new and old, which are being offered to the trade, but they show me how to sell more goods."

A great advertising sermon could be preached using that merchant's statement for a text. For surely, the function of advertising in a paper like Hardware and Metal, is not only to sell the retailer goods but to help the retailer to sell more goods, himself, so that he will be able to buy more.

Too many advertisers still take advantage of the fact that retailers must read their trade papers, in order to secure vital information necessary to the successful conduct of their stores. Because live retail hardwaremen must read Hardware and Metal, to keep abreast of the times, is no reason why dull and uninteresting advertising copy in this paper, will create a desire to stock the advertiser's goods.

We have, as a general thing, advanced a long way from that early idea of making a trade paper advertisement simply a "card." "John Smith, iron and steel," no longer tells the story sufficiently to satisfy either the reader or the advertiser. We are even getting past the stage where the stentorian command of the average trade paper advertisement was "Buy John Smith's iron and steel." We are evolving the type of advertisement which asks the retailer to *sell* John Smith's products, and shows him convincingly how he can make money in so doing. It points out the different classes of people who will buy those products and discloses to the retailer, a business-getting plan.

There are many advertisers in Hardware and Metal, whose copy is calculated to help the retailer in developing business, and that is why merchants who read Hardware and Metal can say, as did the Westerner already referred to that they find the advertising pages of Hardware and Metal of educative value, and helpful in selling more goods.

IT'S IDEAS THAT GET BUSINESS.

There are few retail hardwaremen who do not realize that business is not so easy to get now, as it was a few years ago. A hardwareman located in a

good district, found that business came to him in large volume, without any special effort on his part. He did not particularly need to study or to plan, or to hatch business-getting ideas.

But things have changed, especially in the large towns, where abnormal building activity and industrial development, had created a heavy demand for the goods kept in a hardware store. Now, a great many hardwaremen have time to wonder how they can increase their sales.

There are a few men, who, in such circumstances, could simply sit down and grind out all kinds of ideas for helping their business. But men of such originality are few and far between. The average business man needs some outside influence to stimulate his imagination. He is more skilful in adapting other men's ideas to his own needs, than in evolving ideas of his own.

So it is of the utmost importance to hardware merchants, to know what their fellow merchants are doing, here and there, all over Canada. A scheme which pays one dealer in St. John, N.B., may be equally profitable to a subscriber in Victoria, B.C., if adapted to local conditions.

Hardware and Metal is performing this very service, in an efficient way. In every issue, one of the most important features is the department headed "What Other Hardwaremen are Doing." That department alone should be worth many dollars a week to the thousands of retailers who read Hardware and Metal weekly.

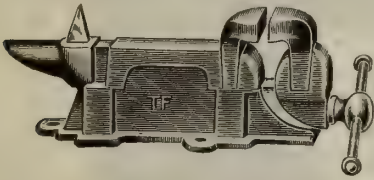
Not only should hardware merchants study their trade papers themselves, but they should encourage all their employees to do likewise. Everything that adds to the knowledge and enthusiasm of the clerk, adds directly to the profits of his employer.

Just in this connection, it is interesting to note that hardware travelers are bringing in reports of fine window displays featuring battleships, which are appearing, all over Canada. One of these travelers recently entered a hardware store in an Ontario lake-front town.

"That's a fine battleship window you have," he said to the proprietor. "Why don't you photograph it and send it in to Hardware and Metal?"

"Because," answered the hardwareman, "I got the idea from last week's issue of Hardware and Metal. And it's a business-puller, too."

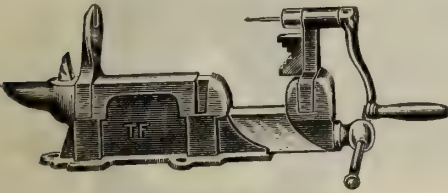
That is typical of what the travelers learned when they inquired who was responsible for the windows. Those dealers were using Hardware and Metal as it is intended to be used.



No. 1—Combination Anvil and Vise.



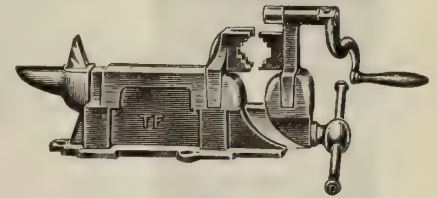
No. 2—Anvil with Chilled Face.



No. 3—Drill Press.



No. 4—Saw Clamp.



No. 5—Pipe Vise.

Combination Anvil and Vise

No. 20

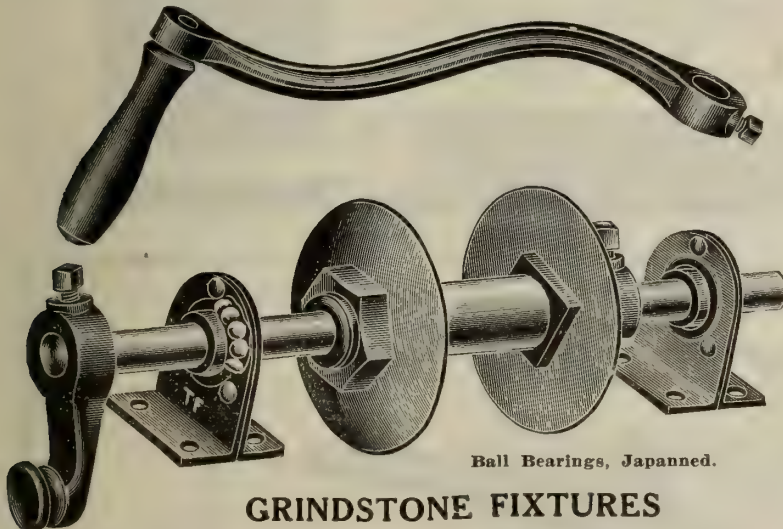
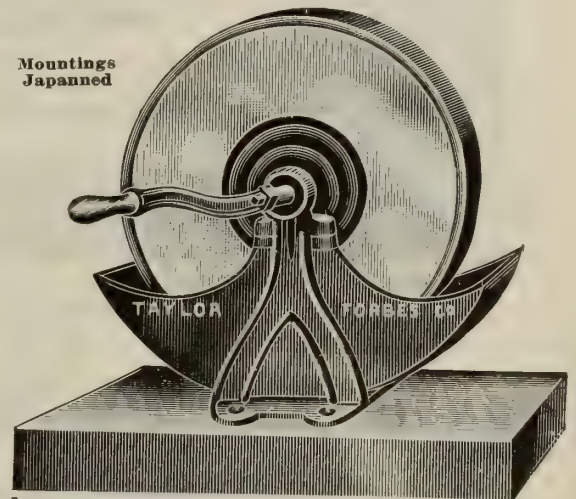
Having Five Tools in One

By the use of its different combinations, you have an Anvil, a Combination Anvil, and Vise, a Drill Press, a Saw Clamp and a Pipe Vise. IT WILL SELL QUICKLY BECAUSE IT CAN EASILY BE SEEN THAT IT'S A TIME, CAPITAL, AND LABOR SAVER.

All parts are made from the very best selected materials, specially tempered. The various parts are quickly put on or taken off. There are no bolts or screws to get lost or become rusty.

Kitchen Grindstone

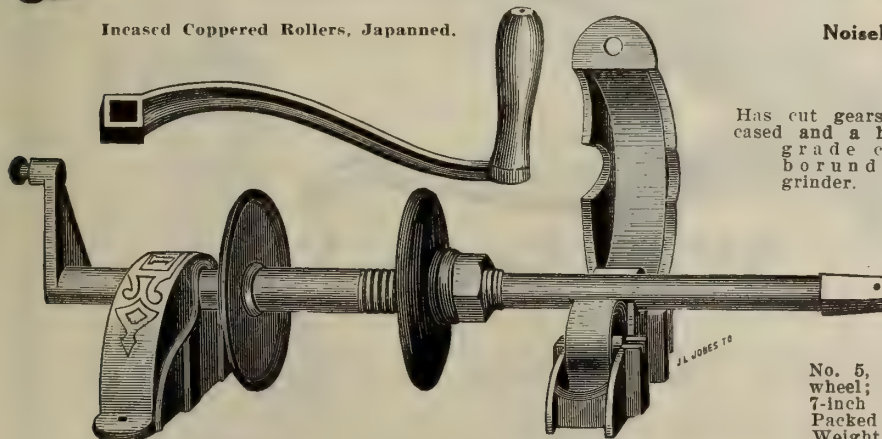
With Wheels Complete

Mountings
Japanned

Ball Bearings, Japanned.

GRINDSTONE FIXTURES

Incased Coppered Rollers, Japanned.



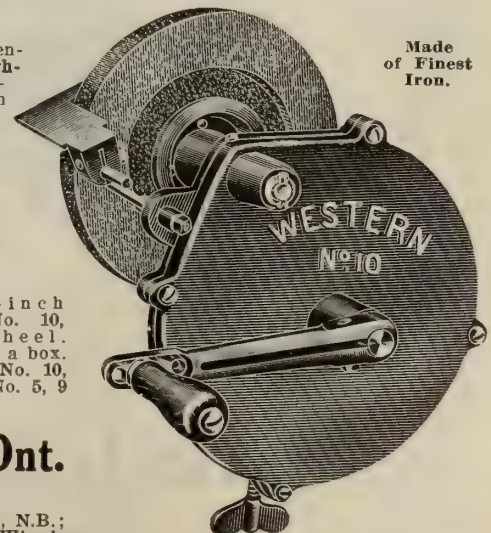
If your jobber cannot supply you, write us.

Western Tool Grinder

Noiseless, Dirtless, Chainless and Easy Running

Has cut gears en-
cased and a high-
grade car-
borundum
grinder.

Made
of Finest
Iron.



No. 5, 5-inch
wheel; No. 10,
7-inch wheel.
Packed in a box.
Weight: No. 10,
20 lbs.; No. 5, 9
lbs.

Taylor-Forbes Co., Limited, Head Office and Works, **Guelph, Ont.**

Branches and Agents:

Taylor-Forbes Co., 246 Craig St., Montreal; H. G. Rogers, 147 Prince William St., St. John, N.B.; Canadian United Mfrs. Agency, London, Eng.; H. F. Moulden & Son, Travellers' Bldg., Winnipeg, Man.; Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.

**50
YEARS
IN THE
BUSINESS**

What more could you ask?

—A *standardized* product, favorably known and widely used in every metal-working industry.

—Factory facilities and manufacturing methods that positively insure superiority at every point.

—Big factory stocks, to give you maximum range with minimum stock on your shelves.

—Persistent advertising, to reach the very folks you want to sell to.

—A price-policy that discourages frequent fluctuations, and enables you to know just "where you're at."

If these are the conditions under which you like to do business, the chances are you already stock

NICHOLSON-MADE-FILES

BRANDS:

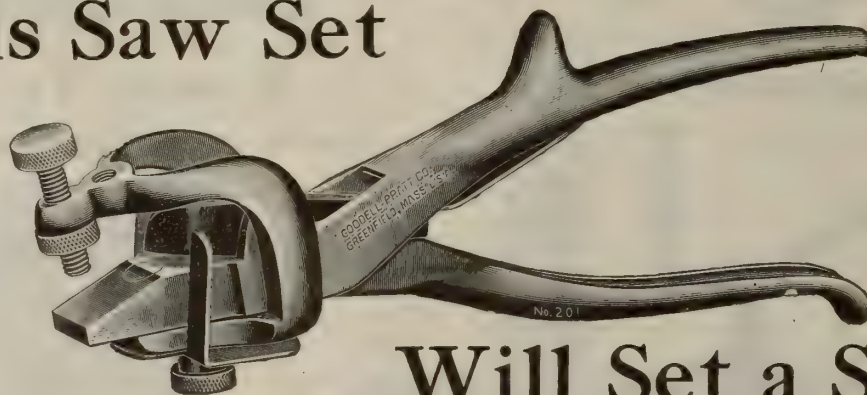
**KEARNEY & FOOT, GREAT WESTERN,
AMERICAN, ARCADE, GLOBE**

If not, consult YOUR JOBBER about a stock order to-day.

Nicholson File Co., Port Hope, Ont.

**OVER
50,000,000
FILES
A YEAR**

You Never Saw a Saw Set as this Saw Set



No.
201

Will Set a Saw

Don't see-saw any longer, but see that your saw sets
are made by

Goodell-Pratt Company
Greenfield, Mass., U.S.A.



A Colt is **S**AFE AGAINST ACCIDENTAL DISCHARGE.
SOUND IN QUALITY AND WORKMANSHIP.
SURE IN GETTING RESULTS.

Colt Automatic Pistols and Revolvers are recognized throughout the world as leading in the battle for supremacy.

Catalogue showing many models in calibers .22 to .45 will be sent upon request by

COLT'S PATENT FIRE ARMS MFG. CO., Hartford, Conn., U.S.A.

OR

A. MACFARLANE & CO., LTD., Coristine Building, Montreal

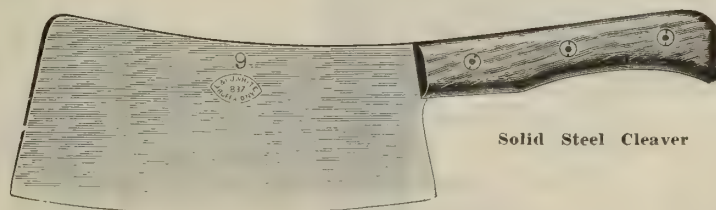
77 Years' Experience.

EDGE TOOLS

Up-To-Date Methods.



Ship Adze



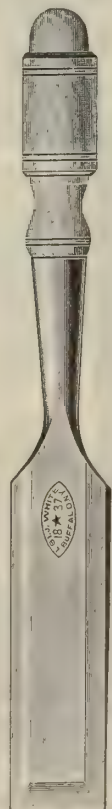
Solid Steel Cleaver

Cheapness or Satisfaction WHICH?

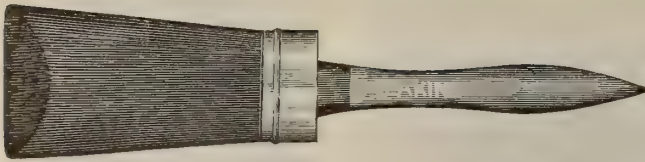
Which will suit your customers the best? It's up to you to please your customers if you want to grow. If you sell them a cheap tool and it breaks, you replace it. Then that one breaks—will they come back to you or go somewhere else? WHITE tools are not cheap, but they will hold your trade and make every customer a booster for you.

WHITE TOOLS HOLD TRADE

The L. & I. J. White Co., 215 Columbia St., Buffalo, N.Y.



X2
Chisel.



Meakins

The "distinctive quality line" of
BRUSHES

mean satisfaction at every stroke because they have just the right amount of flexibility to make them easily manipulated, and there are no falling bristles to cause agitation.

Give them a trial—they're very profitable too.

Ask us for catalog—then order from your jobber. If he cannot supply you, we will do so quickly.

Meakins & Sons, Ltd., Hamilton, Ont.

Warehouses: WINNIPEG LONDON TORONTO MONTREAL



BUTLER'S

FAMOUS
SHEFFIELD
CUTLERY
& PLATE



BUTLER'S
Famous
"Cavendish"
Carver

BUTLER'S
"KEEN"
RAZOR

—TRADE MARKS GRANTED—
"BUTLER"
A.D. 1768

ART
A.D. 1768
Specialty Section

George Butler & Co. Ltd. SHEFFIELD, ENGLAND
and 62 HOLBORN VIADUCT, LONDON, E.C.

Full Line of Samples at 70 Lombard St. Toronto. G.A. Marshall



"WIRELESS" Fibre Flashlights

Now on Sale at Most
Leading Hardware Stores

The Latest in Flashlights

Have you seen them?

Write for illustrated booklet.



Interstate Electric Novelty Co.

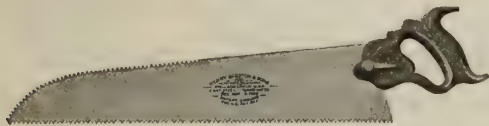
of Canada, Limited

220 King Street West

TORONTO

ONTARIO

The Easiest Way to Cut Through a Floor



DISSTON D-19 Flooring Saw

Here, Mr. Dealer, is a chance to make yourself solid with your customers. By a proper window display you can win new trade.

This new Disston Flooring Saw is bound to make a hit as a time and labor-saver.

The old method of boring holes and chiseling when it was necessary to cut out sections in floors, partitions or ceilings was time-consuming and troublesome.

This work can now be done quicker and easier by the use of our new D19 Flooring Saw, especially designed for the purpose. Not only is the work done rapidly and with less trouble, but sections cut out with it can be replaced in the original position if desired.

This saw has an adjustable cherry handle, carved and polished, which permits blade to be set in various positions. The blade itself is reversible and interchangeable. It is held firmly in place by patent bolt and ratchet.

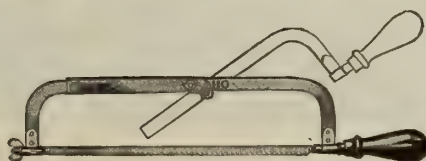
Special attention is called to the reversible feature of the blade. In this way either the straight or curved edge of the blade, both of which are toothed, can be used to the best advantage.

Size 16, 18 and 20 inches.

We will supply you free with advertising matter of this saw and our other goods. Do you use Lantern slides? We send a set of four gratis. Write us.



DISSTON BRAND GOODS
QUALITY GUARANTEED



Hand Saw Jointer



Reg. U.S.
Pat. Off.

HENRY DISSTON & SONS
INCORPORATED

Keystone Saw, Tool, Steel and File Works
PHILADELPHIA, U.S.A.

Canadian Works: TORONTO, CANADA

Established
1840

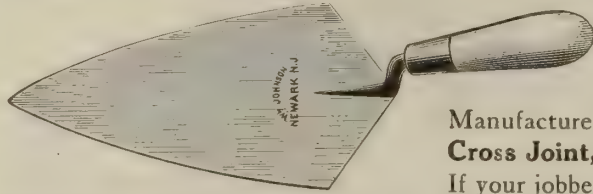
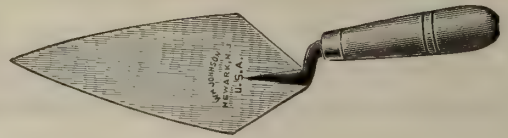


This is Our New Hand Saw Booklet—Just Off the Press

Small enough to slip into an ordinary business envelope. Contains valuable information on setting and filing saws, and illustrates a large amount of the Disston line. A quantity will be furnished free, with your imprint. How many do you want?

The Johnson Line of TROWELS

are hammered from the best quality of bar steel under heavy power hammers. This makes them much better and tougher than those made between rolls. Made to stand rough usage and are fully guaranteed.



Manufactured by

WILLIAM JOHNSON, HEDENBERG WORKS, NEWARK, N.J., U.S.A.

Our Big Sales prove their popularity

Manufacture all models of **Brick, Pointing, Plastering, Corner, Gauging, Cross Joint, etc.;** also a large variety of Garden Trowels.

If your jobber cannot supply you with the **Johnson** make, write us direct.

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand
Prize

GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

CURTAIN POLES AND FITTINGS. STAIR RODS AND EYES

1771
No.

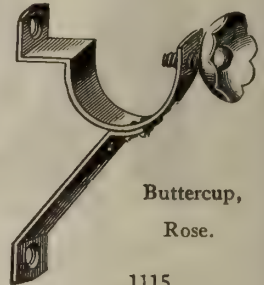


For
1½ in.



No. 2319

Solid Brass Cased Rodding. Cast Ends.
These Rods are far superior to light angle tube.



Buttercup,
Rose.

1115

G. B. BIRCH, THE CHEAPSIDE BRASS FOUNDRY, Birmingham, England

THE WHITE MOP WRINGER

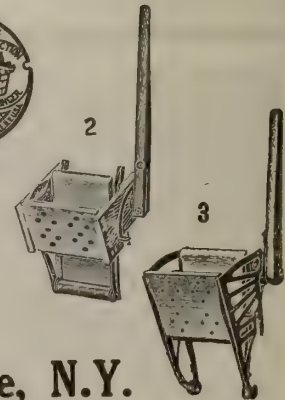
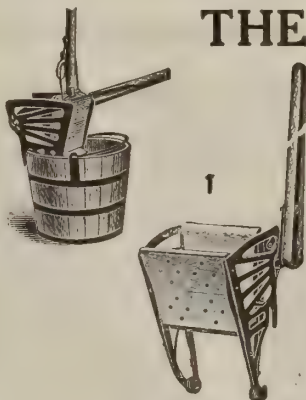
always bears this trade-mark
LOOK FOR IT.



Janitors and Housekeepers praise these wringers, because they wring easily and neatly, are durable, practical and useful.

Ask your jobber for them or write to us.

White Mop Wringer Co., Fultonville, N.Y.



We Serve the Dealer

Whenever you think of fine mechanical tools, we want you to think of The L. S. Starrett Co., World's Greatest Toolmakers. At the same time we want you to remember our motto: "We Serve the Dealer."

For a number of years, we have been telling you about Starrett Sales Service for the dealer. Most hardware men are familiar with the assistance we give and the efforts we make to help move Starrett Tools.

We particularly want to call your attention to the fact that **our** motto is not an empty phrase, but represents a real **sales policy** of The L. S. Starrett Co., and it is to this dealer-service that we owe a large part of our tremendous growth. We lead in advertising to mechanics regarding fine tools, and the thousands of inquiries we receive from them, due to this advertising, are sent to the nearest dealers to aid in securing busi-

ness. Our own salesmen are ready to consult and advise with dealers regarding suitable stock and on such matters as window displays, advertising, etc. We are always willing to furnish dealers with catalogs, booklets, and other literature, street car signs, show window cards, and other window display material. In fact, we do everything we reasonably can to help the dealer sell our tools.

Because our service is a real, active force working for the dealer, we feel that no motto can mean more or be of greater importance to the dealer than ours. Please don't forget it—

We Serve the Dealer

The L. S. Starrett Co., Athol, Mass.

WORLD'S GREATEST TOOL MAKERS

NEW YORK

LONDON

CHICAGO

42-394

WIRE NAILS

"FROM ORE TO
FINISHED
PRODUCT"

Dominion Iron & Steel Company, Limited

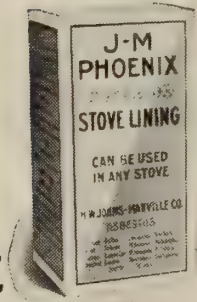
Head Office and Works:
SYDNEY, N. S.

Branch Sales Offices:

MONTREAL
112 St. James
St.

TORONTO
118 Wellington
St. E.

**QUICK
DELIVERY
FROM STOCK**



Profit to Dealer and Customer

The difficulties of renewing fire brick in stoves fall almost as heavily on the dealer as on the customer. There is always a long delay in getting the right sized brick from the factory. The householder cannot use her stove and is constantly bothering the dealer.

J-M Phoenix Stove Lining

is the solution of these difficulties. It is easily mixed with water and applied like mortar. Comes in handy packages of different sizes. When a fire brick gives out there need be no long wait to replace it. A package of J-M Phoenix Stove Lining and a trowel do the job in a few minutes. It will not burn out. Clinkers

do not adhere to it. This lining gives a smooth, solid finish, without joints and prevents air leakage.

J-M Phoenix Stove Lining is popular with customers because of its convenience; popular with the Dealer because it carries a substantial profit.

Write our nearest branch for booklet and Dealer's Prices.

THE CANADIAN H. W. JOHNS-MANVILLE COMPANY, LIMITED

MANUFACTURERS OF READY ROOFINGS; PIPE COVERINGS; PACKINGS; FURNACE CEMENTS;
PIPE JOINT CEMENT; GARDEN HOSE; FIRE EXTINGUISHERS; SPARK PLUGS; DRY BATTERIES; ROOF COATING; ETC.

TORONTO

MONTREAL

WINNIPEG

VANCOUVER



2777

CLARK

Indestructible Steel Heaters



CLARK No. 7X HEATER

*For use in
automobile,
wagon, sleigh
or carriage in
cold weather.*

Show Good Profit to Dealers

These are the unbendable and unbreakable heaters that are advertised extensively to your customers.

There are no castings of any kind in Clark heaters.

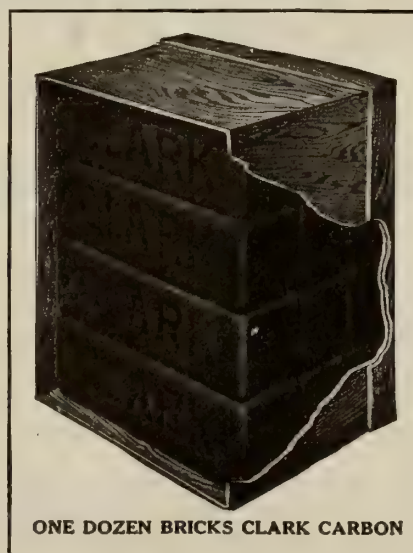
These heaters are made in 20 styles and sizes, ranging in price from \$1 00 to \$10.00 — something for every taste.

Clark heaters are not to be compared with the cheaply made, cast end heaters sometimes offered. Every Clark heater is made with a view to satisfying the purchaser.

When a Clark heater is sold it stays sold.

Practically all jobbers in Canada carry Clark heaters.

Write for Catalogue



ONE DOZEN BRICKS CLARK CARBON

CHICAGO FLEXIBLE SHAFT COMPANY

250 Ontario Street, CHICAGO

"W & B" Pipe Wrenches



WOOD HANDLE GRIPS—Length Open 6 to 14 Inches



STEEL HANDLE GRIPS—Length Open 18 to 48 Inches

These types of "W. & B." Wrenches are particularly adapted for the proper handling of metal pipe. The movable jaw with sharp-edged, grooved teeth gives a sure grip.

Add this line to your stock of "W & B" Wrenches.

We manufacture a complete line of Screw and Drop Forged Wrenches, shown in catalog No. 82, supplied on request.

The Whitman & Barnes Manufacturing Company

Established 61 Years
ST. CATHARINES, ONT.

A FREE MOTION WINDOW DISPLAY

that will compel attention to your windows is offered as a *special* feature in connection with

Bissell's Christmas Offer now in force.

THIS IS IN ADDITION TO THE PREMIUM SWEEPER

which has become a regular feature of this Offer. Bissell's Roto-Brilliant Display is an absolutely new advertising novelty never before used by any manufacturer. It stands over 30 inches high and is made of an elaborately lithographed "cut-out" standard with a large *revolving* shade above, lit up and operated by an ordinary 16 c.p. electric light.

It applies to orders for less than one dozen sweepers as well as to the regular dozen assortment.

Write for a copy of our Christmas Offer Announcement illustrating this device in full colors and containing full details of the Offer.

You are cordially invited, whenever you are in Grand Rapids or New York City, to call and look at our line of carpet sweepers and vacuum cleaners.

BISSELL CARPET SWEEPER CO. Grand Rapids, Mich.

(Largest Exclusive Manufacturers of Carpet Sweeping Devices in the World.)

Branches:

New York City.
(Sales and Stockrooms and Export Department) 25 Warren St.

Niagara Falls, Ont. (Factory)
Paris, France.
London, England. (Agency.)



Bissell's
Roto-Brilliant
Window Display



“They Light
the Way”

**You can't buy
and you can't sell
better lamps than**

***Northern Light*
MAZDAS**

They're not “just as good,” they're better than any foreign-made lamps. Their filaments are strong and rugged—they give a beautiful white light, three times as much as carbons—they cut down light bills—net dealers a good profit, and give the utmost satisfaction in service.

NORTHERN LIGHTS come so neatly packed, five in a box, that it is the easiest thing in the world to sell a box at a time instead of just one or two lamps. And the financial returns of this method make it well worth your while.

This is lamp-selling time, so write our nearest house for contract prices and get in your stock of NORTHERN LIGHTS now.

Northern Electric Company
LIMITED

HALIFAX,
WINNIPEG,
EDMONTON,

MONTREAL,
REGINA,
VANCOUVER,

TORONTO,
CALGARY,
VICTORIA.

Robt. Sorby & Sons, Ltd.

SHEFFIELD, ENGLAND

For the benefit of our patrons in the West, and to ensure prompt delivery, we carry a large stock in Winnipeg of all our carpenters' tools.

ORDERS TO

THE GEO. H. SAYWELL CO.
WINNIPEG, MAN.

Brooms and Whisks

You want a first-class line of Brooms for **Spring Trade** and the **Key-stone Brand** is what you should have to give your stock the proper tone. You will find it difficult to secure three lines which will measure up to the "Jubilee," "Klondike" and "Nugget."

We specialize in whisks, and with over sixty lines to choose from we should be able to satisfy the most fastidious tastes.

Stevens-Hepner Company
LIMITED
PORT ELGIN ONTARIO

Dealers—Handle this Fence

YOUR success in the sale of fencing does not depend so much on your sales ability as on the fencing you sell. It's fence service—not price—that brings you customers. Ours is a fence of service—a fence of repeat orders. We have letters from dealers all over the Dominion substantiating these statements.

Peerless Ornamental Fencing

not only protects, but beautifies property as well. Every stay is made of strong, stiff wire that will not sag. Our fencing is made from galvanized wire and in addition, is given a coating of zinc enamel paint, thus forming the best possible insurance against rust. Peerless fence is easy to erect and will hold its shape for years to come. We also build a full line of ornamental gates.

Send for Dealers' Proposition

Get our literature showing many beautiful designs for lawns, parks, cemeteries, etc. Also ask about our farm fencing and gates.

The Banwell-Hoxie Wire Fence Company, Ltd.

Winnipeg, Man. Hamilton, Ont.

Your copy is ready

Handy to handle.

Time and bother-saving.

A complete selling index of 3,800 styles, sizes and finishes of

Red Devils

BETTER THAN NECESSARY TOOLS

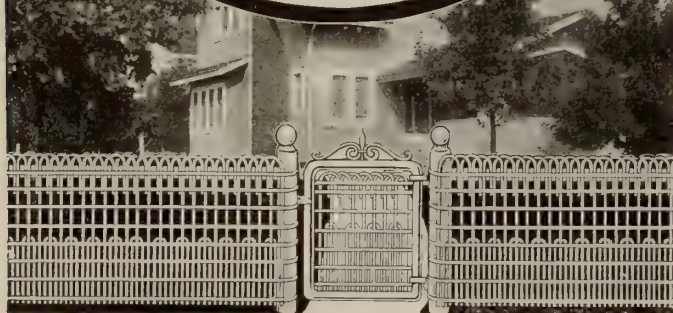
Send to day

Smith & Hemenway Co., Inc.
150 Chambers St.
New York, N.Y.

ILLUSTRATED NET PRICE LIST
OF
SMITH & HEMENWAY CO. INC.
150 CHAMBERS ST., N.Y., U.S.A.
FACTORIES
Irvington, N. J.
Hill, N. H.

48 pages full of information!

MANUFACTURERS OF
"RED DEVIL" TOOLS
AND HARDWARE SPECIALTIES





The Great Army of Labor

There's a great Canadian Army that needs your support these days, Mr. Dealer. And that's the Army of Canadian Labor.

We Canadians have a humble part to play in a great fight for the Freedom of the World. We are sending soldiers as quickly as they can be got into shape. We are sending money, wheat, flour, cheese and so on, to feed our troops and those who will suffer most because of this great fight.

All this is going to cost a great deal of money. And you and I and the great Army of Labor will have to pay this money.

That's our part in the fight.

We manufacturers must not close down or throw men into idleness. On the contrary we must make even more strenuous efforts to keep intact the Army of Labor. We must go after business as we never did before.

This we are doing to the best of our ability. And you, Mr. Canadian Retailer, are the hinge on which the success or failure of this movement swings.

Every time you effect the sale of an article "Made in Canada" you hasten the success of the Army of Labor and the soldiers at the front. Every time a foreign article is sold in preference to a home-made one, that is a gain for the enemy.

This war-nightmare that the whole world is suffering under to-day has at least brought two benefits to Canada:

- 1st.—It has shown us that we were borrowing money only for the purpose of paying for foreign goods and foreign labor, at the expense of our own Army of Labor.
- 2nd.—That the Canadian Army of Labor is a capable, efficient, resourceful organization that can make goods as cheaply and as well as any foreign army, nine times out of ten.

Gurney-Oxford Stoves and Ranges are
"MADE IN CANADA"

THE GURNEY FOUNDRY COMPANY, LIMITED

Established 1843



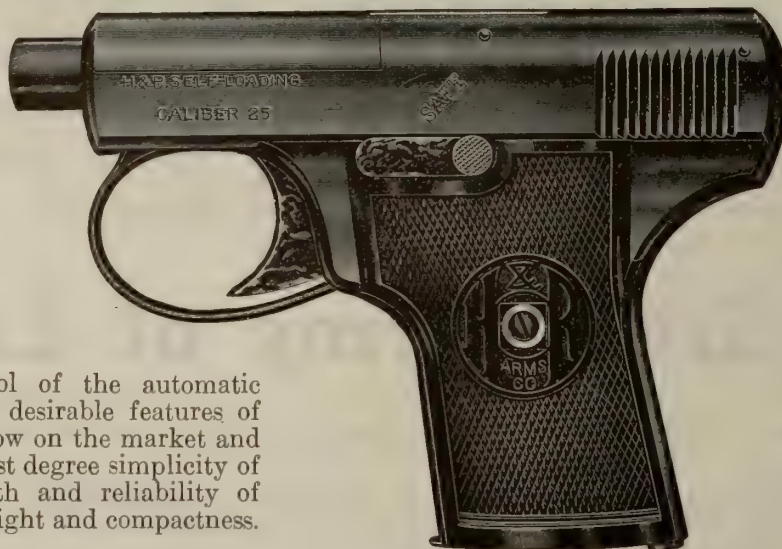
TORONTO

CANADA



H&R ARMS CO

The New H & R Self-Loading Pistol Caliber 25 (6.35 $\frac{M}{M}$)

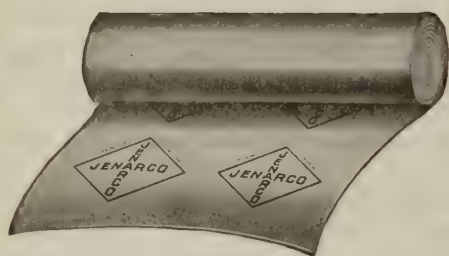


A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

Leading Hardware and Sporting Goods Jobbers can now supply. Ask your jobber for this pistol.

Harrington & Richardson Arms Company, 715 Park Avenue
Worcester, Massachusetts, U.S.A.



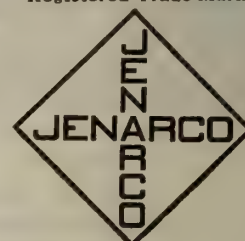
**Leaky Joints are Made
Permanently Tight**

with

JENARCO

JENKINS BROS.' NEW SHEET PACKING

Registered Trade-Mark



THIS TRADE-MARK
IS OUR GUARANTEE.

This splendid product is a high-grade, semi-vulcanized sheet rubber packing that possesses extreme toughness and flexibility. It is not influenced by climatic conditions and does not deteriorate in storage.

Engineers and Steamfitters strongly recommend its use. They have learned by experience that JENARCO will make an absolutely tight and durable joint under service conditions where ordinary packings fail.

Jenarco is equally dependable for high-pressure steam, hot or cold water and other liquids which do not attack rubber.

Order "JENARCO" from your dealer to-day. Catalogue sent free upon request.

JENKINS BROS., Limited

103 St. Remi St.

-

Montreal

Model Huron

CAST RANGE

The latest type of 4-hole and 6-hole Range fresh from the pattern shops, and especially designed to fill the demand for an up-to-date, medium-sized cooker with all the desired modern appliances



The decorative carving of this range is of unequalled **beauty**.

Plain surfaces prevail, which lend a characteristic dignity that in others is so often lost by overburdened and excessive ornamentation.

Our **high-grade castings** are the result of the use of the highest grade of imported Albany moulding sand, and first-class pig iron, combined with experienced workmanship.

The flue construction is perfect. Being of the two-flue construction instead of sheet flue, as is used in the majority of other makes of ranges, the heat is compelled to pass entirely around the oven twice before entering the stove pipe, thus ensuring **great economy** of fuel, as the heat units generated in the fire-box before being wasted by passing up the chimney are consumed, thus causing a uniform and even distribution of heat around the oven.

Let us put full particulars before you.

Write us to-day.

**The Western
Foundry Co., Ltd.**
Wingham, Ont.



DAVIDSON'S MARATHON OAK HEATERS

are Trade Winners, Fuel Savers and
Ideal Stoves for Rapid Heating.

Can be sold without trouble by any dealer.

Made in four sizes.

Number.	Dia. of Fire Pot.	Height Less Urn.	Weight.
811	10 inches	34½ inches	48 lbs.
813	12 inches	36½ inches	64 lbs.
815	14 inches	39 inches	76 lbs.
817	16 inches	41 inches	100 lbs.

Have Blued Steel Bodies With Silvery Nickel Trimmings—Draw Centre Grates—Deep Fire Pots and Steel Base Strips.

Comfortable Heaters for Halls or Sitting Rooms.

Write for prices—We can deliver promptly.

The Thos. Davidson Mfg. Co., Limited

MONTREAL

WINNIPEG

TORONTO

Gas Companies and the Public demand a Strong, Durable Gas Mantle with a high candle power, and at popular prices. The Trade can now absolutely rely upon being able to supply such a mantle in the Laddite.

Awarded
Gold Medal
Franco-
British
Exhibition
1908.

Mantles
made and
supplied for
oil, gasoline
air gas,
acetylene,
and light-
houses.

THE STAR OF THE
MANTLE WORLD



The Mantle HARDENS
and INCREASES in
Candle Power as it burns

Full
particulars
of the
merits of
the Laddite,
together
with terms
for
wholesale
and retail
trade,
furnished on
application.

Millions of Laddite Mantles now in use
throughout Great Britain and abroad.

Manufacturers under the "Laddite Process."

The Hamilton Gas Mantle Co.

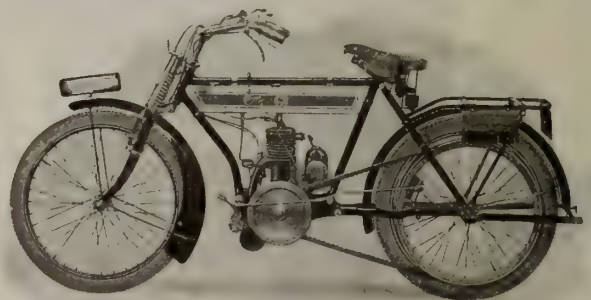
LIMITED

18-24 Ferguson Ave. N., Hamilton, Ont.

The "Saltley Vulcanus" 2¼ h.p. Two-Stroke Light Motor Cycle

LIST PRICE
23 Guineas

LIST PRICE
23 Guineas

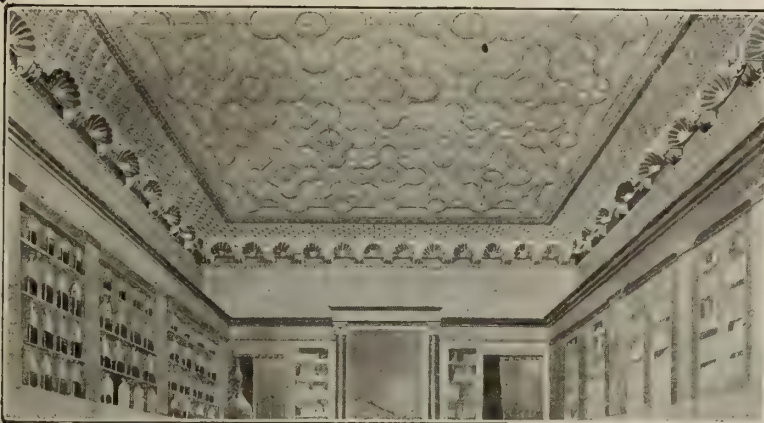


Complete as illustration, with A.M.A.C. Carburettor, U.H. Magneto. Michelin Tyres, 24 in. by 2 in. **Very Silent Running.** The Cheapest Motor Cycle on the Market. No Better Value obtainable. All Parts Guaranteed.

THE SALTLEY CYCLE COMPANY

86 Snow Hill, BIRMINGHAM, ENGLAND

Telegrams: "EXPORTER, BIRMINGHAM."



TAKE a pencil right now and jot down the prospects in your immediate neighborhood for "Metallic" Steel Ceilings. The field is practically unlimited, and there is big money in it for you.

"Metallic" Steel Ceilings

are made in many beautiful designs, appropriate for various interiors—with borders, friezes and dados to match. From every standpoint — **Fire protection — Beauty — Utility — Durability — Cleanliness — Economy**, "Metallic" Steel Ceilings and Walls are the most desirable interior decoration.

All you need is our illustrated catalogue "H" and price list. Send for both now and size up the profit there is in "Metallic" Building Materials for yourself.

THE METALLIC ROOFING CO., LIMITED

Toronto

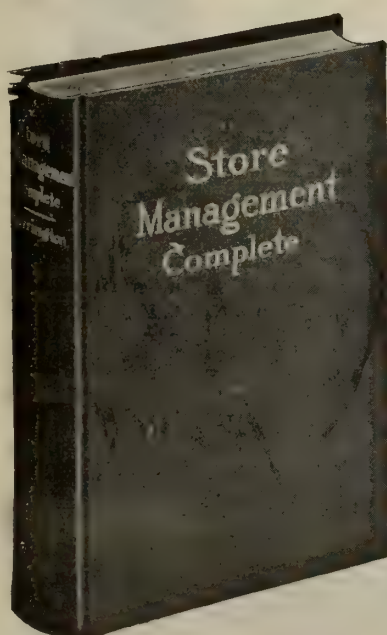
Manufacturers

Winnipeg

ARE YOU THE MAN AT THE HELM?

Are you running your ship of business along the shortest and safest course to the harbor of success? Or are you going a roundabout way, scratching and scraping along the rocks of loss and failure.

Get in the right course, be on the lookout for new thoughts, ideas, schemes, etc., and you will have a successful run.



STORE MANAGEMENT COMPLETE

is a guide that will show you how to get the maximum trade and profit out of your business. This book is written by Frank Farrington (a companion book to "Retail Advertising Complete.") It tells all about the management of a store. The following is a synopsis of one of the chapters:

CHAPTER V.—THE STORE POLICY—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivery goods. Substitution. Handling telephone calls. Courtesy. Rebating railroad fare. Courtesy to customers.

"Store Management—Complete" is bound in cloth, contains 272 pages, 16 full-page illustrations, and 13 chapters. \$1.00 brings this book to you postpaid. Money refunded within 10 days if not satisfactory.

TECHNICAL BOOK DEPARTMENT
MacLean Publishing Co.

143-153 University Avenue

TORONTO

The Niagara Pattern

This pattern is exceptionally graceful and pleasing in outline, and the design has the artistic simplicity of the best modern craftsman ship.



Our determination to maintain the highest standard and the attention given to every trifling detail in the manufacture of our silverware mean highly pleased customers.

The McGlashan, Clarke Co., Limited
Niagara Falls, Canada
Sales Manager, Mr. N. F. Gundy, 61 Albert St., Toronto, Ont.



Every sheet of Corrugated Iron that we make is absolutely uniform and straight, with deeply stamped corrugations. It is stamped instead of being rolled and you will have no trouble when covering a building.

We ship while others are thinking about it.

WHEELER & BAIN, TORONTO, ONT.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE

ONTARIO

MADE IN
CANADA



It's a Pink any-
way you take it,
and it's the best
Peavey made.

We have the finest machinery and every facility for producing best quality

WIRE NAILS AND STAPLES

These nails have perfect heads and points and we have taken special care in the drawing to obtain a regular gauge. Every keg is guaranteed to be full weight.

We also recommend our WIRE BALE TIES, and O and A WIRE as the best on the market.

Write at once for prices and full particulars.

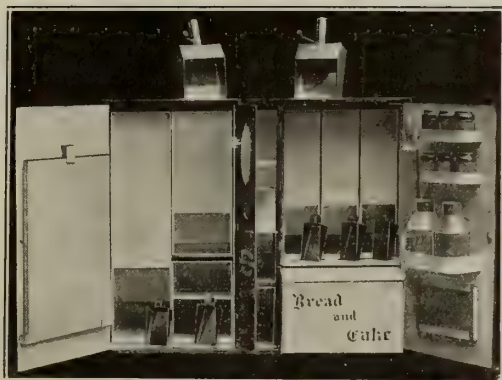
THE LAIDLAW BALE-TIE CO., LIMITED, HAMILTON

GEO. W. LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN Winnipeg, Man.



PURITY KITCHEN CABINETS

ALL METAL



Cut Does Not Show Table

With Wooden Table. Table is 38 x 29 x 30 in. high, and has drawer, round legs, grained frame-work and smooth white top with rounded corners. Cabinet has panelled doors, and compartments for Flour, Oatmeal, Rice, Sugar, Tapioca, and other cereals and grains.

Five scoops, and two flour scoop sifters. Tea Canister, Coffee Canister and six spice tins for Allspice, Cloves, Ginger, Cinnamon, Pepper and Mustard.

Bread and Cake Box, and a clock that **KEEPS TIME**.

Hardwood Bake Board, Rolling Pin and Cook Book.

Outside is japanned, and oak-grained to represent wood.

Inside is white lined in hard, glossy finish, with the best quality of white lead paint, **SPRAYED ON**, so the coating is perfectly even and perfectly uniform.

These Cabinets are absolutely sanitary. Being all metal, there is no danger of the flour or oatmeal caking or going bad, as the metal will not retain moisture or dampness like wood.

Foodstuffs kept in the "PURITY" retain their purity and freshness indefinitely.

All the inside shelves and boxes may be lifted out to be cleaned or refilled, and the shell can be washed out thoroughly.

No crevices or bad joints, nothing to warp nor decay. Everything perfectly tight, lasting and smooth soldered.

The most convenient, sanitary and economical cabinet ever made.

Cabinet is raised 19" above table, leaving all the surface of the table cleared for action. Table can be placed in any convenient position, as cabinet is perfectly independent of the wall.

No running about—you don't have to move away from the table—everything you need is right before you within reach.

LIST PRICE, complete with table\$20.00

DISCOUNT—as "Miscellaneous" section of our No. 19 catalog, pages 335 to 364.

Special prices in quantity lots.

Crated for shipment.

E. T. WRIGHT CO., LIMITED, HAMILTON, CANADA

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

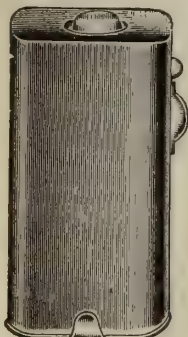
SELLING AGENTS:

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"X Cell" Batteries

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The "X Cell" Batteries give a maximum of satisfaction in any service. It will be greatly to your advantage to boost them—and boost them strongly.



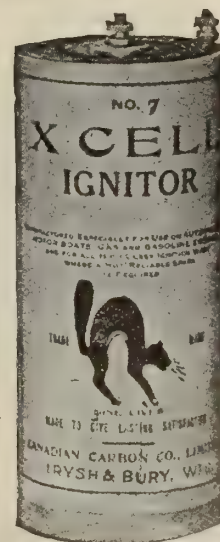
Our **FLASH LAMPS** give big service, and on account of their safety and convenience they are needed on farm and in town.

Give them a trial.



Order from your jobber.

The Canadian Carbon Co. of WINNIPEG, Limited
WINNIPEG, MAN.





No. 95.—6 in. long,
7/8 in. cutter. Weight
1 1/4 pounds. List, each
\$1.15.

Stanley Tools

STANLEY EDGE TRIMMING PLANE

Designed especially for trimming or smoothing the ends of boards, such as sidings, etc., for a square or close fit. The cutter is set on a skew. Every carpenter will be interested in this unique plane.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.



Amatite ROOFING

THE ROOFING THAT NEEDS NO PAINTING

WHEN your roof is covered with Amatite, there is an end to the roof-painting nuisance. Amatite has a real mineral surface and needs no painting. The mineral surface makes painting unnecessary, and it will stand rain and hail and wind and snow, for years, without attention.

When you paint the old-fashioned roofings you are practically trying to keep them from getting wet. Amatite is made to get wet, for water won't hurt it a bit. Next time your old-fashioned roofs need painting, cover them with Amatite instead.

A sample of Amatite and booklet about it will be sent on request. Address our nearest office.

THE PATERSON MANUFACTURING COMPANY, LIMITED

Montreal Toronto Winnipeg Vancouver St. John, N. B. Halifax, N. S. Sydney, N. S.

Sell Heller-Aller Goods

They pay good profits, and the quality insures satisfaction



HALF-ROUND TROUGHS

These troughs have a steel frame or truss at each end. They are built to stand up under the abuse to which such goods are subjected.

Our oil and gasoline tanks are made of galvanized steel and they will stand a lot of hard usage.

Screw caps opening on top to fill up by and a faucet in the side near the bottom to draw off contents. Prevents loss by vibration.

Our tank catalog will give you full information on these and many other styles of tanks. Write for it.



OIL AND GASOLINE
TANKS

The Heller-Aller Co., Windsor, Ont.



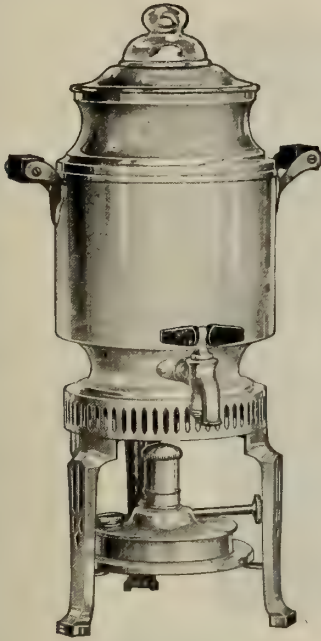
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We have a large stock of these stoves ranging in size from No. 2 to No. 6a. It will pay you to get our prices; also Oaks, Cast Ranges and other special Heaters.

A card will get the catalogue and prices.

Specialty Mfg. Co.
Grimsby

UNIVERSAL Christmas Gifts



UNIVERSAL
Coffee Urns
\$6.00 and upward



UNIVERSAL
Coffee Percolators
\$2.00 and upward



UNIVERSAL
Chafing Dishes, \$9.00 and upward.

Get your share of the early holiday business by featuring UNIVERSAL Home Needs.

Every woman appreciates a gift combining beauty and every-day usefulness, and for this reason the demand for UNIVERSAL Home Needs as Christmas gifts has grown larger every year.

Their great variety of uses, the diversity of designs and the wide range of prices make the selection of an appropriate gift an easy matter.

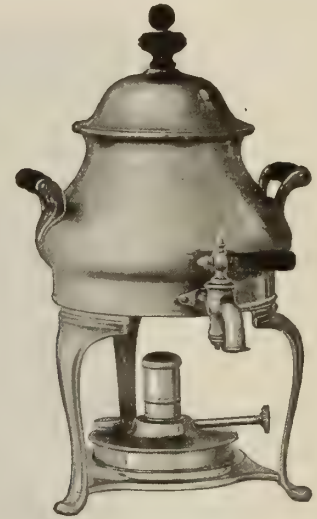
The superiority of UNIVERSAL Home Needs lies not only

in design, material and workmanship, but also in the many exclusive, patented features which add greatly to their efficiency and which are not to be found in other makes.

Let UNIVERSAL Home Needs help you to make this a profitable holiday season.

For prices, etc.,
write to your jobber
or direct to us.

UNIVERSAL



UNIVERSAL
Tea Ball Samovars
\$10.00 and upward.



UNIVERSAL
Tea Ball Tea Pots
\$2.50 and upward



UNIVERSAL
Casseroles
\$3.50 and upward

LANDERS, FRARY & CLARK
NEW BRITAIN, CONN.



On Monday—November 9th

Every Sherwin-Williams Agent should stir himself to make a record week's business on these S-W Finishes:

S-W Buggy Paint

Snow and sleigh-bells will soon be here. The cost of repainting cutters and sleighs is trivial compared to the results obtained with S-W Buggy Paint. Scores of your customers have need for this finish and can do the work themselves and make a good job. No Buggy Paint on the market comes up to Sherwin-Williams for good appearance and durability. You can get this trade if you go after it.

S-W Stove Pipe Enamel

Scarred and rusty stove-pipes are an eye-sore in many a home. Tell your customers what a transformation can be worked in a few minutes with S-W Stove-Pipe Enamel at a minimum outlay. It produces a bright and durable finish that does not check, burn, or peel off when put on according to directions. Another good point is the absence of disagreeable odor.

S-W Aluminum Paint and Gold Paint

Radiators, hot water pipes, chandeliers, picture frames and many other articles in the average home can be improved a hundred per cent. in appearance with these finishes. The brilliancy and permanency of S-W Aluminum and Gold Paints are qualities your customers look for. Are you letting this profitable trade go elsewhere? A little salesmanship on your part will keep these products moving from your shelves.

S-W Mar-not and Floor Paints

Housewives know what effect melting snow and mud have on poorly finished floors. No one knows better than yourself the waterproof and wearproof qualities of S-W Floor Finishes. Mar-not is the most elastic, tough, and waterproof floor varnish money can buy. S-W Porch Floor Paint, Inside Floor Paint, and Floorwax meet every requirement for well-finished floors. Have an eye on this business.

S-W Flat-tone

Interest your customers in making their homes bright and pleasant for the winter months. Flat-tone comes ready for use, and dries with a beautiful velvety flat finish that is absolutely sanitary and can be washed with soap and water. It is the most durable and economical wall covering there is for homes, public buildings, etc., and can be applied on plaster, wall-board, metal walls and ceilings and wood-work.

S-W Varnish Stain

There are so many uses for Varnish Stain at this season that its sale can be boosted very easily by a little effort in preparing a demonstration window display. Every sale is worth while and is likely to lead to more. See how successful, you can make your sales the coming week. Each day means extra profits for you if you go after them. Try it out.



THE SHERWIN-WILLIAMS Co.

of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.



HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVI.

TORONTO, NOVEMBER 7, 1914.

No. 45

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A. C. LESLIE & CO., Limited
MONTREAL

HARDWARE AND METAL

Vol. XXVI.

NOVEMBER 7, 1914

No. 45

Secret of an Increase in Turnover of \$133,000

Lariviere, Inc., Montreal, Equipped City Travellers With Automobiles and Took Advantage of Large Increase in Building Operations—Auto Accessories a Paying Department.

An authorized interview by Hardware and Metal representative with F. C. Lariviere, of Lariviere, Inc., Montreal, Que.

IN 1913 Lariviere Incorporee, hardware merchants, 911 St. Lawrence Blvd., Montreal, increased their turnover by \$133,000. This did not mean carrying a heavier stock, for at the end of the year the value of stock had only increased \$5,000, which is small in a business of this size. Mr. Lariviere was asked by Hardware and Metal how this was accomplished, and he replied: "By improved service." Going into details, he gave some interesting sidelights on auto deliveries, builders' hardware, trade in auto accessories, and the difference between an idle and an active man at the head of an establishment.

One of the principal items in this improved service which wrought such a big increase in their turnover was the large increase in building operations in the Province of Quebec, principally in the city of Montreal, and being equipped to handle the business by furnishing each city traveller with an automobile, an innovation which increased their capacity sufficiently to warrant the investment. Mr. Lariviere admits that this was expensive, and he advises hardware merchants to think twice before adopting the same methods, as it locks up a large amount, and repair bills are high, and minor accidents often occur.

Horses vs. Autos.

The acquisition of four auto trucks to take the place of rigs for deliveries outside a mile radius so as to give prompt delivery, was the next move. One double and two single rigs were retained for deliveries within the city. By investigation it was discovered that a horse and rig was cheaper for distances less than a mile. The relative values of team and truck per day are \$7 and \$20. Supposing a delivery takes an hour by horse and two-thirds of an hour by auto

truck, the delivery by horse has cost 70c and by truck \$1.30, so that the time saved does not warrant the use of the more expensive vehicle.

Take the cartage of goods from the Montreal wharf for example: A rig



FRED C. LARIVIERE,
of Lariviere, Inc., Montreal.

could deliver four loads of three tons each a day at the store, and the auto trucks, of 6,000 lbs. capacity, five loads. This is within the mile radius, and obviously is not profitable when a truck is used. But when the mile is exceeded to any great extent, it pays to use trucks.

Mr. Lariviere was asked if he thought the same argument would apply to a merchant in a smaller city; whether it would pay him to use a truck. In that case, he said, a smaller truck, say of $\frac{3}{4}$ -ton capacity, could be used for all deliveries, and be found profitable.

Horses in Winter.

This brought to light the interesting fact that auto trucks are expensive in

Montreal during the winter months owing to heavy snows. To provide for this, Lariviere, Inc., have retained the twelve horses they formerly used. They are kept on a farm during the summer, six at a time, half being used for city delivery alternately. Consequently the horses have a rest during the summer of three months, returning to work in winter in good condition.

The firm have their own garage, and do their own repair work. They also carry a complete line of auto accessories in the store.

Mr. Lariviere was asked whether auto accessories paid. He replied that they did, if purchased judiciously. Big stocks should not be bought and kept on the shelves. "It is like everything else," he said; "if you know the business you will make a success of it; if you don't, it's better to stay out of it." When he placed his son in charge of this end of the business, he first bought him a Ford automobile in order to experiment with the accessories. It is a paying department.

The Boss' Example.

Another factor helped considerably and netted the firm a good profit. Mr. Lariviere rose a little earlier, and turned up at the shipping department at 7 a.m. It was an experiment. He simply walked around the store and warehouses meeting customers. What was the result. Trucks and teams, instead of having all left the store at 9 a.m., were all away by 8 a.m. Then it had a good effect on the clerks, and helped very materially the heads of departments in having all their hands on time, especially the young clerks and the assistant shippers. If the boss could be there when the store opened, there was no reason why all the

(Continued on Page 41.)

Ignoring the Retail Merchant

WHEN Sir George Foster, Minister of Trade and Commerce decided to advertise Canadian apples for Canadian consumption he ignored the retail trade entirely. This was quite unintentional on his part. Advertising was a new phase of business to him. He called in an advertising agency who told him the proper thing to do was to give them the money and to spend it in the leading daily papers. No effort whatever was made to explain the situation to the retail trade. The result has been that the retailers were placed at a disadvantage as the public were not properly informed. They understood that apples were unusually plentiful this year and could be bought cheap. So they can, but apples of fine quality, such as leading grocers sell cannot be bought from the farmer at low prices. When retailers who give more thought to their reputation and the value they give for the money were asked to sell apples at about \$1 a barrel—the price they were led to expect from the advertising—for which they paid the wholesaler or farmer, \$2 or \$3., the consumer naturally believed the retailer was robbing him. Right across Canada in consequence the feeling has gone that the retail grocer, who has probably the smallest margin of profit of any dealer in the country, is making enormous profits and is the man responsible for the high cost of living. Letters are pouring in to the newspapers, and some are being published from indignant consumers, who refuse to believe the explanations.

The Canadian Manufacturers decided upon a campaign to urge Canadians to buy Made in Canada goods, and \$30,000 is being expended under the direction of another advertising agency. Again, the retail trade are ignored, and so are practically all the important weekly newspapers, and the local weekly paper is as carefully read in the smaller cities, towns and villages, as is the Bible. The manufacturers now complain they are not getting the results they anticipated from their big expenditures.

The theory of the advertising agency is that if an article is strongly advertised the retailer has got to handle it whether he likes it or not, but this has not worked out in practice. The fact is that no article has ever been forced on the retail trade permanently. The average advertising agency is not equipped to deal with the retail trade. They do not understand questions from the retailers' standpoint and advertising agencies that ignore the retail service are not giving intelligent service to their clients. As manufacturers learn more about advertising they realize that the most important factor, an absolutely essential factor, in selling any goods, is the co-operation of the retail trade.

The National Drug and Chemical Co., who are members of the Canadian Manufacturers' Association, are to be congratulated upon coming out strongly on this point. They pay an annual subscription of \$70 to the Manufacturers' Association, but announce, in a circular to members, their willingness to appropriate \$250 or \$500 a year towards a proper advertising campaign, provided that the retail trade is not ignored. In the circular they have sent to members of the Manufacturers' Association they say "to get the full benefit of the newspaper advertising, it is necessary that each manufacturer should make every effort to interest the retailers in the movement, in order to get them not only to use their influence towards educating the public by means of effective window displays of Made-in-Canada goods, but also to get the retailers to really push the sale of goods. Therefore, too much stress cannot be laid * * * while at present the public take a faint interest in the Made-in-Canada movement, it would with the retailers' co-operation take a very decided interest in the movement and would be anxious to purchase Made-in-Canada goods." As large advertisers themselves, they say further, "that unless the manufacturers are successful in interesting the retail dealers and getting them to co-operate in the important movement of developing the sale of Made in Canada goods that the money now being expended in the public press will, while creating some slight attention be ultimately lost," and again in the circular they say, "to bring the present movement to a successful issue will require not only enthusiasm but continuous hard work on the part of each manufacturer with the retail dealer."

These two national experiences are of great value in opening the eyes of all manufacturers to the absolute necessity of securing the co-operation of the retail trade in promoting the sale of any article.

Advertising agencies are a very useful adjunct in national selling campaigns. There are some able and brilliant men associated with the agencies in Canada, though unfortunately many of them lack a real experience in, and grasp of, business affairs.

Some of them recognize this and are honest enough to tell the manufacturer frankly they are not equipped to handle campaigns to the retail trade, and advise him that this feature of selling is of chief importance and should be directed by the manufacturer himself or his general sales-manager.



Atlantic City Convention a Big Success

The Twentieth Annual Convention of the National Hardware Association and the Twenty-sixth Convention of the American Hardware Manufacturers' Association Held at Atlantic City.

THE joint convention of the National Hardware Association and the American Hardware Manufacturers' Association was held at the Marlborough-Blenheim Hotel, Atlantic City, New Jersey on Oct. 28, 29, 30. There was a record attendance. Over 80 per cent. of the total membership being present.

The Convention was a splendid success both from social and business standpoints, members of each organization along with Canadian visitors, fraternizing with each other, renewing old friendships, and forming new acquaintances.

The Canadian Hardwaremen present were H. P. Hubbard, E. C. Atkins Co., Hamilton; T. B. Williamson, H. S. Howland Sons & Co., Toronto. President, Canadian Wholesale Hardware Association; J. M. Lynch, Miller-Morse Hardware Co., Winnipeg; Herbert B. Seybold, Starke-Seybold, Ltd., Montreal; Adam Taylor, Taylor-Forbes Co., Guelph, President Canadian Hardware Manufacturers' Exhibitors' Association; S. H. Alexander, Wood-Vallance & Co., Hamilton; C. McGhie, Welland Vale Mfg. Co., St. Catharines, Ont., H. T. Wright, E. T. Wright & Co., Hamilton; C. L. Bailey, Wm. Jessop & Sons, Ltd., Toronto; F. M. Tobin, Secy.-Treas., Canadian Wholesale Hardware Manufacturers' Exhibitors' Association, Woodstock; James Hardy, Secy.-Treas., Canadian Wholesale Hardware Association, Toronto; R. B. Huestis and G. D. Davis of Hardware and Metal, Toronto.

Wednesday, October 28.

The opening session which took place on Wednesday, at 11.10 a.m. in the Blenheim Ball Room was a joint meet-

ing of the two Associations. The meeting was called to order by W. D. Taylor, Cleveland, Ohio, president of the National Hardware Association, with the following remarks:

Ladies and Gentlemen, Delegates and Friends: We are pleased to greet you this pleasant morning at this pleasant place on the occasion of the twentieth annual meeting of the National Hardware Association. As I look upon your faces you all seem to be prosperous and happy, and we trust you will have a good time while here. As I do not desire to take up your time at the present, I will ask you to join us in singing our native hymn, which you will find on the first page of your program.

Following the singing of the National hymn. President Taylor said:—We will now be favored and honored by a prayer by the Rev. John R. Davies, D.D., of the Bethlehem Presbyterian Church of Philadelphia.

After prayer, Vice-President A. J. Bihler of the National Hardware Association took the chair while President Taylor delivered his annual address. Following the address of President Taylor, Sec.-Treas. Fernley of the American Hardware Manufacturers' Association, read his annual report. The report was lengthy and interesting. Mr. Fernley said in part:—

"Our members are so accustomed to considering the interests of the trade as a whole, that they have fallen out of the selfish practice of considering their own individual interests, regardless of what happens to others, and have considered the advisability, or inadvisability, of certain practices or acts in their relation to the business as a whole.

This consideration, which has become

a habit among our members, does not consider only the interests of the wholesalers, but it extends quite as fully consideration to the welfare of the manufacturers and the retail hardware dealers who are so closely allied with us as distributors of hardware and kindred lines.

The work of the Association during the past year has continued to be educational in character. One of our features of educational work has been in connection with the matter of OVERHEAD EXPENSES."

Other questions dealt with in the report were The Trade Commission Bill; The Clayton-Anti-Trust Bill; Lessening the volume of returned goods; Co-operation with manufacturers.

Address of President Gladding.

Mr. Gladding said in part:—

Mr. President, gentlemen of the National Hardware Association, ladies: This is certainly a proud moment for me. I have been coming to these conventions for a great many years and to be here to-day, upon your platform, Mr. President, representing, as I do, the American Hardware Manufacturers' Association, is certainly an honor I esteem most highly, and we as an association, speaking in behalf of our association, sir, want to extend to you our heartiest congratulations and felicitations upon your wonderful success as an organization.

I was much struck and pleased, Mr. President, by your words in your address this morning when you spoke about giving preference to "goods made in America" and that we should buy and sell the goods "made in America." I am sure I voice the sentiment of our

association when I say that the people of the United States should purchase and boost the goods manufactured in this country first for that is what keeps the progress of the wheels going here at home. (Applause.) We should keep our men busy and the money in circulation here in this country.

I was also thinking, Mr. President, while you were speaking, that perhaps at a meeting of two organizations such as ours—national in scope and reputation—why it would not be a good idea to call this "Prosperity Day," this twenty-eighth day of October, and let it go out to the world that two of the leading organizations of the country were not going to talk pessimism any more but that we are going to talk optimism right here in Atlantic City. If you all agree to that you need not rise and take a vote on it. Let us do it anyhow.

Mr. President, I appreciate, as I have said before, the great honor of being present, not only in a personal capacity, but as the representative of our organization. We extend to you our best wishes for long continued prosperity. (Applause.)

President Taylor:—Ladies, gentlemen and friends, I have the pleasure of introducing to you, Mr. E. E. Mitchell, of Morrillton, Arkansas, President of the National Retail Hardware Association.

The Retailers' View.

Mr. President, members of both of your associations in convention, and ladies—It is a great pleasure not only as a retailer to be present here to-day, but to bring you, as head of our National Retail Association greetings at this time, an association composed of fifteen thousand retailers located all over this country. We thoroughly recognize the importance of both of these great organizations, and we sometimes think that possibly we do not always recognize the importance of each other as we should. At the very offset I want to say this: Representing as I do an organization of businessmen, it is quite the proper thing to talk straight to the point on some business proposition which confronts us, but I want all present to remember that everything I might say, or even intimate, is in the very kindest of feelings, whether I refer to the manufacturer or the jobber, for they are all of them our friends. Personally, I am closer to the jobber, as my business is largely with the jobber; the jobber is my longtime, warm personal friend. I have no rocks or bricks to throw at them. There are, however, some policies upon which we do not always agree. I hope you will excuse me, for I do not want to throw rock at anybody, but I want to state this, in thinking to forward some movement for the

economic distribution of hardware, recently we made an investigation like this: We asked twenty-five dealers in twenty-five states to write to their regular source of distribution to buy twenty-five articles, naming articles we all carry. Seventeen of those members have reported back to us, giving us copy of invoice they have received, and to our surprise it looked something like this: The difference between the article they all sold there was a difference of twenty-five per cent. from the highest to the lowest on that article. The difference between the article where there was the widest spread on the article to the highest to our astonishment was two hundred and fifty per cent. So I say the problem of economic distribution, gentlemen, has not been solved, but I hope you will keep working at it.

Now the position of our association, in a few words, is simply this: We recognize the manufacturer is making his hardware less for the consumer. We feel like it is not only his duty to do what he is doing, making his line stronger and better, and at less cost, but we feel that it is his duty to follow it a little closer than he sometimes does to see that it gets to the consumer without too much overhead charge and not allow, as it is in some instances, somebody to collect for services either not rendered or that need not have been



Canadian Hardwaremen on the boardwalk at Atlantic City. Their marching song was: "It's a long way to Tipperary." Names from left to right: R. B. Huestis, New York office Hardware & Metal; G. D. Davis, Editor Hardware and Metal, Toronto; H. P. Hubbard, E. C. Atkins Co., Hamilton; S. H. Alexander, Wood-Vallance Co., Hamilton; Herbert Seybold, Starke, Seybold & Co., Montreal; Thos. B. Williamson, H. S. Howland Sons & Co., Toronto; Adam Taylor, Taylor-Forbes Co., Guelph; F. M. Tobin, Sec'y C. H. M. E. A., Woodstock; C. L. Bailey, Wm. Jessop & Sons, Toronto.

rendered. We were very much pleased for some years,—our association members from time to time have tried to avail themselves of the opportunity of visiting the manufacturers to see how the products we are selling are made and how they are being improved. Just this last year some of us have been to the most magnificent plants in this country, and we were very much struck with what seemed to us to be the most elegant machinery, but when we inquired they said to us that that was good machinery, but that they had to put in more automatic machinery, as it relieved the pay roll of a great many men. They are fed by young ladies that we get for less money, etc. Now, why not, as distributors, liken the retailer to that automatic machinery, the jobber to the people necessary to feed that automatic machinery, and when the manufacturers find they have more men than is necessary to feed that automatic machinery, why not ask somebody to step aside and get off the pay roll, because we recognize that both the jobber and retailer are on the pay roll of the manufacturer; that both have a place up to a given line, there is no question, but that we are each needed, but this distribution of hardware through the jobber to the retailer. There is a line of demarkation the same as a surgeon or anybody else up to a given line. There is no question in my mind but that there is a way to distribute the hardware we are interested in through the jobber to the retailer, but we sometimes feel like there are certain cases and certain lines where it is not necessary that it should go in that direction. We only ask that in such cases and with such lines that you gentlemen direct them so that it will be the most economic way of distribution.

The Catalogue House.

The point I am driving at is this: In recent years there has sprung up the Catalogue House. That is practically setting the price of hardware all over the country. The price of the retailer is practically set in Chicago by a retail house. It is true, I understand, that one house alone will distribute this year six million catalogues. In our little state, way down South, in one given centre, they have arranged for seven carloads of these catalogues. They are going out to our customers, and it is very embarrassing to the retailer when a customer comes in and asks for a price and we give it to him, and he flashes a catalogue upon us at fifty cents less. It breaks us down, gentlemen, with our customers. The thing you don't want done, and what I am asking is a plea for you gentlemen to recognize these things so

you can help us to get to the real way to get around it.

Now, gentlemen, I want to remind you again that I appreciate this is your opening session and I do not wish to talk too much, but I do feel there are a few things on these lines I want to ask you gentlemen to remember—these things about distribution, and remember the retailer looks to the jobber first, because he is closer to him, for advice and help, and we go to him and ask him to hear our troubles. We feel we have a perfect right to go to the jobber and talk to him. We come to you to-day as a body, remember we are in the same trade, and we are all out for the same purpose, we want to help you and we want you to help us. I thank you.

President Taylor: Mr. Mitchell, we thank you for the address you have



H. P. Hubbard (on the left) and Adam Taylor (on right) enjoying a ride in a wheel chair on the board walk.

given us. You and I were boys a long time ago. You remember that we were chastised if we did something wrong. As jobbers we are perfectly willing to take our chastisement. We admit we need it. As to the manufacturers, of course, they are most always right. (Laughter.) I trust, gentlemen, that you will heed—you manufacturers—the warning given by our best friends, the retailers. I think if you will stop for a moment to figure your own sales that if you sold all the catalogue houses in the United States it would not be more than two to five per cent. of your entire business. If such is the case and ninety-five to ninety-eight per cent. is distributed and sold to the user by these gentlemen, why in the world will you put a club in the hands of these catalogue people to club your best friends, the retailers.

Ladies and gentlemen, it gives me

great pleasure this morning to introduce to you Mr. Thomas B. Williamson, President of the Canadian Wholesale Hardware Association. They always do us the honor of visiting our meetings. Mr. Williamson will you come forward and say a few words.

Address of Thomas B. Williamson.

Mr. President, Members of the National Hardware Association. Ladies—As President of the Canadian Wholesale Hardware Association I wish to thank you for the kind invitation that you extended to us to be present here with you at your annual convention, and also for the kind invitation to be with you in your deliberations. We do not come here to tell you gentlemen about selling goods; we are rather here to learn. We are young and we are willing to learn and in former years when we have been here we have gathered up some very valuable information which has been adopted by our own association in a great many instances. We also have seen where you have been sneered at and we have kept from those sneers; we have also seen where you have fallen into pitfalls you have dug for yourselves, and we have tried to prevent ourselves from falling into these same pitfalls. We were late in arriving. We did not arrive here until after the President's address. We did hear the very eloquent address of Dr. Davies about the war. As Canadians we are part and parcel of this war. What struck me most in his address was the vision of peace after the war is over. It reminded me of that grand son of Scotland—Robert Burns, the great Scotch poet, who wrote over a hundred years ago:

“Then let us pray that come it may,
As come it will for a' that,
That sense and worth, o'er a' the
earth,

May bear the gree, and a' that.
For a' that, and a' that,

It's coming yet, for a' that.
When man to man, the world o'er,
Shall brothers be for a' that.”

Gentlemen, the three thousand miles of coast line between Canada and the United States is evidence that countries can live in peace without war. (Applause.)

I gathered from Mr. Gladding that one of the things that your president said in his address was something about selling the goods made in the United States. We have something going on in our own country, just now, similar to that (laughter), and we have the darndest time to make you people believe we are in earnest, but we have not yet been able to manufacture everything that we wish to purchase and I think that the statistics will show that

our purchases from the United States are probably four times as much as they are from any other country. That is perhaps because we are trying only to make the goods that the Canadians want in a great many instances.

I have nothing more to add, except to thank you, sir, for your very kind invitation. (Applause.)

President Taylor: Gentlemen, we thank the President of the Canadian Wholesale Hardware Association for his words and I notice that he says they import four times as much from the United States as they do from any other country. We would like it to be eight times as much. Gentlemen of the Manufacturers' Association, this is your opportunity, these are wholesalers. Cultivate them to the best of your ability.

Mr. James Hardy, secretary of the Canadian Wholesale Hardware Association, has a few statistics to report and he says it will only take one minute.

Address of James Hardy.

Mr. President, Ladies and Gentlemen: I am here once more to convey the fraternal greetings of the Canadian Wholesale Association, and the invitation to extend you gentlemen to visit us. We have already had the pleasure of a visit from Mr. Asbury a few years ago, and we will leave him to do the work of bringing some of the others of you to visit us. I picked up a book the other day which said the total hardware importations into Canada were fifty millions of dollars per year. This was distributed as follows:—

United Kingdom.....	\$ 9,577,701
United States	38,524,755
Germany	1,515,926
France	308,589
Belgium	467,552

\$50,438,523

United States, 76 per cent.

United Kingdom, 19 per cent.

That is, gentlemen, I think, a practical application of the Monroe Doctrine carried into trade. (Applause.)

I listened with a great deal of interest to Mr. Mitchell's remarks about the catalogue houses. At present we are not troubled in Canada as you have been here, but we are trying to educate both the jobbers and retailers if they will wake up and give the customers what they want that there will not be any trouble about catalogues. If a man wants a thing he wants it, and if he cannot get it at home he is going to get it outside. That is all I have to say. Mr. President.

Papers on Big Subjects.

The remaining sessions, with the exception of executive sessions were devoted largely to the reading of papers on subjects of vital importance to the American Trade.

On Thursday morning, W. S. Kies of the National City Bank, New York, gave an address on "Branch Banks in South America." This was followed by an address by the Hon. John Barrett, Director General of the Pan-American Union, Washington, D.C., on "The South American Opportunity for American Hardware Manufacturers."

Following the Executive Session on Thursday afternoon, the Hon. Felix Levy, former special Counsel to the Department of Justice in Tobacco Trust Prosecution, New York, gave an address

THE ORIGINAL OPTIMIST.

Robinson Crusoe was the Original Optimist. Times looked bad for Robinson—couldn't have looked much worse. But he didn't say "What's the Use"; didn't lie down, whimper, kick, and growl at destiny.

No, Crusoe used his Head; he Thought—then he thought some more—real serious line of thinking. Just what to do was the puzzle Crusoe was solving. Finally it came to him in a flash—"I have it," said Robinson—"I'LL ADVERTISE."

A thousand miles from no where—a possible buyer coming within reading distance of his ad. every few years—that was Robinson's outlook. It was hard times—business depression, a stringent money market—also what Sherman said about war.

But Crusoe, as before mentioned, was an Optimist, also a believer in persistent advertising.

He wanted a ship—how would he get it? Answer—"Advertise." And he did—flung a shirt from the top of a pole.

The first advertisement brought no returns.

But Crusoe wasn't discouraged. He changed the "copy"—put up another shirt. Yes, times were hard—awful hard; but Crusoe won out—he got his ship—and he did it by PERSISTENT ADVERTISING.

Crusoe was the original Optimist.

—Sales Bulletin.

on "New Federal Business Legislation." After the address a discussion took place on the Provision of the Federal Trade Commission Act.

Entertainment Features.

As usual the social features of the big convention were very prominent.

On opening day the program included a chair ride for the ladies and in the evening, dancing in the Blenheim Ball room.

On Thursday afternoon, a Ladies Golf Tournament on the Marlborough Miniature Golf Course and in the evening a theatre party and dancing at the Garden Pier.

On Friday afternoon a ladies' card party was held in the Blenheim Southwest Solarium, and in the evening dancing in the Blenheim Ballroom.

Friday, October 30.

The convention met in executive session at 10.30 a.m., and after transacting unfinished business, listened to the report of the Nominating Committee, which was as follows:—

President—A. J. Bihler, of James C. Lindsay Hardware Company, Pittsburgh.

First Vice-President—Brace Hayden, of Dunham, Carrigan & Hayden Company, San Francisco.

Second Vice-President—C. A. Knapp, of Knapp & Spencer Company, Sioux City, Iowa.

Secretary-Treasurer—T. James Fernley, Philadelphia.

The Executive Committee—Harry L. Doten, of Austin & Doten, Boston; H. August Luedke, of John Pritzlaff Hardware Company, Milwaukee; F. A. Heitmann, of F. W. Heitmann Company, Houston, Texas; R. H. Treman, of Treman, King & Company, Ithaca, New York; J. B. Silliman, of Blish, Mize & Silliman Hardware Company, Atchison, Kansas, and A. H. Decatur, of Decatur & Hopkins Company, Boston, the latter taking the place of C. A. Knapp, who was promoted to the second vice-presidency. With the exception of W. D. Taylor, who has served as president for two terms, all the officers were re-elected as noted in the foregoing.

This was followed by statements from wholesalers from all sections of the country as to the conditions under which they feel that success has been or may be attained in the distribution of hardware at wholesale.

W. S. Wright, Wright & Wilhelm Company, Omaha, one of the former presidents of the association, and now a member of the Advisory Board, delivered an address on "Salesmen: How to Get Good Ones."

Report of Resolutions Committee.

Resolved, that at the closing of this Twentieth Annual Convention of the National Hardware Association, which has been the largest in attendance and the most enthusiastic ever held by this organization, we desire to place on record an expression of our appreciation of those who have participated in making the convention so successful.

We expressly desire to mention the Rev. John R. Davies, D.D., of Philadelphia, who not only acted as our chaplain, but made an address at the first morning session, which was unanimously voted as a masterpiece in its line.

We also want to express our indebtedness to Mr. Felix H. Levy, New York City, who made such an illuminating address on the anti-trust legislation laws,

which have just been passed by Congress.

We desire to thank the American Hardware Manufacturers' Association for the entertainment provided for our wives and daughters as well as the members of the association.

We especially desire to thank the ladies who have by their presence added so much to the interests of the convention.

Special thanks are due our president, Mr. W. D. Taylor, who has guided the affairs of our association so successfully during the past two years.

We desire to express appreciation to the other officers and to the members of the executive committee and advisory board who have taken such a deep interest in the affairs of this organization.

George Tritch, Robert J. Masbach and W. B. Ayer, committee.

The election of officers then took place, resulting in the adoption by unanimous vote of the report of the nominating committee, after which the convention was declared adjourned, and all present were a unit in declaring that it was the best attended and one of the most important conventions the association had ever held.



SECRET OF AN INCREASE IN TURNOVER OF \$133,000.

(Continued from page 35.)

store staff should not be. The performance by the boss of his duties towards his business has a great influence on the employees. The clerks will follow his example. If he is negligent, the staff will become so. It is human nature.

In closing a pleasant interview, Mr. Lariviere said: "The secret of the success of any business lies in three principal factors: first, knowledge of the business you are engaged in; second, perseverance and hard work, and third, economy."

A Celebration.

An interesting event took place on Sept. 4th—the firm's twenty-fifth anniversary. A thanksgiving mass was held at the St. Louis de France Church, and in the evening F. X. DesRivieres, the oldest employee, was presented with a purse of gold as a token of esteem and consideration of the value of his services. This was the 25th anniversary of his connection with the firm, and his 57th birthday. The employees then presented Mr. Lariviere with a bronze statue representing Commerce.



Most great successes will be found to have been built upon the foundation of detail, without which no service is substantial. The lack of it would be like omitting to put the drier in paint.

Christmas Window Contest

FOR many years past it has been customary for Hardware and Metal to conduct a Christmas window display contest each year.

This contest has become an event of wide interest for all Canadian retail hardwaremen interested in window trimming. The competition has been keen and each year has seen a wider and more representative response, culminating in the big success scored last year. During the last few weeks of December, dozens of photos were received at Hardware and Metal's office. The standard of the displays entered was so extremely high that the comment of one of the judges to the effect that "hardware window trimming has been put on a new plane," was fully justified. The announcement of the awards was eagerly awaited.

In accordance with past custom, two contests will be conducted this year—one for stores in places under 5,000 population; the other for places of 5,000 and over. No restrictions will be set on the style of display or the goods used in the arrangement, except that each window must be arranged with an eye to the Christmas trade. The prizes will be as follows:—

PLACES OF 5,000 AND OVER.

First Prize	\$10.00
Second Prize	5.00
Third Prize	3.00
Fourth Prize	2.00

PLACES UNDER 5,000.

First Prize	\$10.00
Second Prize	5.00
Third Prize	3.00
Fourth Prize	2.00

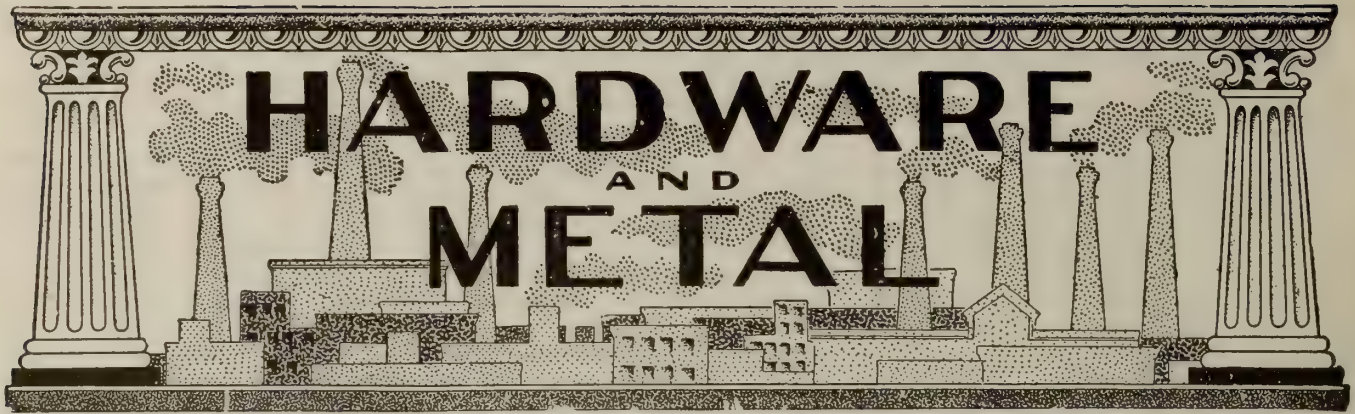
Contestants will note that two fourth prizes are offered this year, and also that the prize money offered in each case is larger than in previous years. The prize winners in last year's contest were: Places of 5,000 and over: First prize—Fred. J. Mills, with Mills Hardware Co., Hamilton, Ont.; Second Prize—Chas. Byford, with Bond Hardware Co., Guelph, Ont.; Third Prize—C. H. Smith, with J. H. Ashdown Hardware Co., Calgary, Alta. Places under 5,000: First Prize—W. S. Petrie, with D. Leckie, Kelowna, B.C.; Second Prize—D. E. Tait, with T. S. Tait & Sons, Campbellford, Ont.; Third Prize—John F. Bingham, with G. A. Binns Hardware, Newmarket, Ont. The following received honorable mention: Jules Gordeau, with J. H. Ashdown Hardware Co., Winnipeg; W. S. Bate, with McLaren Hardware Co., Calgary; L. A. Phaneuf, with South Hill Hardware Co., Moose Jaw, Man.; R. H. Thornhill, with the P. Hymmen Co., Berlin, Ont.; Chas. H. McGibbon, with Peterboro Hardware Co., Peterboro, Ont.; A. L. Shields, Kincardine, Ont.; H. H. Otton & Sons, Barrie, Ont.; Thos. Houghton, Parkhill, Ont.; J. Sutherland, with the Whitlen Co., Bracebridge, Ont.; Jas. Craig, with Van Tuyl & Farsbank, Petrolia, Ont.; Ted Robert, with B. Carriere & Fils, Hull, P.Q.

Since last year's contest a large number of new window trimmers have developed in the Canadian retail hardware trade and there promises to be keen competition in this year's contest.

The contest closes on Saturday, December 28. No photos received after that date will be entered unless there is proof that they had been delayed in transit.

All matter should be addressed to "The Editor, Hardware and Metal, 143-153 University Avenue, Toronto," and marked "For Christmas window contest."

ARE YOU GOING TO ENTER?



VOL. XXVI. No. 45

Toronto, Canada, November 7, 1914

Two Dollars per Year

Dominion Charters

A VERY important decision involving company law has been delivered by the Privy Council to the effect that a company holding a Dominion Charter is entitled to do business in each and every Province, without further license from the respective Provinces. The appeal cases were those of Deere vs. Wharton and Deere vs. Duck. The John Deere Plow Co., operating in various parts of Canada, under a Dominion Charter, applied for a license in British Columbia and were refused on the ground that another company of the same name was already registered. The Company, represented by the Canadian Manufacturers' Association, claimed that a Dominion Charter was all it needed and asked for a decision as to whether the Province could legislate so as to interfere with the carrying on of business in the Province under a Dominion Charter.

The Privy Council decided that the question must be answered in the negative. The decision, while not dealing in any way with Provincial legislation will have a very important effect on the licensing of extra-provincial corporations by the respective provinces and will in all probability have the effect of causing most companies to obtain the wider provisions of the Dominion Charter. This will mean a consequent loss of revenue to the various Provinces.

Hitherto a company which did not take out a license in every individual province might find that it could not collect its accounts in that province. As the licensing fees in most cases were practically the same as the cost of getting a Dominion charter, the total cost was considerable before legal status in all provinces was obtainable. There were also certain formalities in the various provinces in the way of reports and the like which often made it hard for a company to know just what was its position. In British Columbia for example, a Dominion company was supposed to have a separate head office for the province as well as a resident attorney. These licensing laws were, moreover, a special tax on limited companies as partnerships were not included in their scope. Often the fees chargeable in the various provinces were estimated on the whole authorized capital whether paid-up or not and whether all used in the province or not.

The decision will promote inter-provincial trade and will make the procedure much simpler. The decision, however, does not prevent the provinces from taxing corporations and the provinces may over-

come this aspect of the decision by changes in their tax laws.

All provinces with the exception of Prince Edward Island had extra-provincial licensing laws.

South American Trade

O NE of the most instructive and interesting addresses delivered before the American Hardware Manufacturers' Convention was that of W. S. Kies, of the Foreign Trade Department of the National City Bank, New York City.

He said in part:—

"Anyone reading the numerous articles on the subject of trade expansion appearing in some of the current issues of newspapers and magazines, would be led to believe that South America to-day was a land of golden promise, an Eldorado of commercial opportunity, inviting the American business man to enter and take, without effort, rich trade spoils. Articles of this nature are not only misleading, but seriously detrimental to the ultimate successful development of South American trade.

The immediate occasion for the enlivened interest in the South American field is, of course, the regrettable situation in Europe, but even before the outbreak of the war the commercial eye of the nation had been focused on South America. The war perhaps has made possible an earlier attainment of results, but at the same time has brought with it responsibilities which make necessary the exercise of tact and judgment in the prosecution of our plans. If the opportunity is grasped with this thought in mind, the foundation can be laid for a permanent commerce between the Americas, which will be of lasting value and benefit to both countries. If, on the other hand, without study, without preparation, and without thought of building for the future, a hasty attempt is made to seize the market, which, owing to the misfortunes of others, may be temporarily open to us, actual harm will be done and future progress may be barred."

Mr. Kies in outlining the situation gave attention to the problems presented by the many peculiar conditions in South American field and pointed out that only by the most painstaking and careful effort would results, be obtained worthy of the labor and money expended. Mr. Kies also referred to the system of long credits in vogue in South America and which have proven a handicap in doing business. Mr. Kies said that the building up of a discount market will help to solve the problem of long credits.

Boy Burglars

DURING the past few weeks burglaries in Canadian retail hardware stores have occurred with alarming frequency. In the majority of cases firearms have been taken. In some instances large sums of money have also been secured. It appears that since the outbreak of war burglaries have occurred much more frequently than in times of peace. Judging by the goods taken in the majority of cases, it appears as though certain individuals are incited by the war news to resort to theft in order to become the possessors of firearms, which in the ordinary way of business could only be secured through a permit issued by responsible authorities. One of the serious features of the various burglaries is that many of them have been committed by mere boys, who worked up to a certain pitch by war news and movie pictures of war scenes suddenly become obsessed with the idea that they should own firearms. Not being able to secure them in any other manner they have resorted to theft. In several cases they have found the barriers between the boys and the merchants' stocks of rifles and revolvers very easy to overcome. There is one case (and it is only one of several which could be mentioned) where a twelve-year-old boy burglarized a hardware store and secured some firearms. He was arrested and on account of his youth sentence was suspended. Within one week he again burglarized the same hardware store and again secured firearms. Are the retail hardwaremen not to blame when their stores are so insufficiently protected that young boys can gain admittance in an apparently easy manner? One would naturally suppose that a hardwareman—a man who is supposed to preach the gospel of security and encourage the use of good locks—would at least see that his own business premises are protected. The number of reports, of burglaries by boys, which have recently reached this office are sufficient in number to warrant us in raising a loud protest against the apparent carelessness or thoughtlessness of some retail hardware merchants who are unthinkingly placing temptation in the path of some youths who cannot resist temptation to steal when there are no obstacles in the way. The writer was in a hardware store a short time ago and noticed that the rear door lock consisted of two seven-inch spikes which at night were inserted into two holes in the door frame. There were no bars or wire guards of any kind on the rear windows. This store is typical of many that could be mentioned.

It is the duty of every retailer to see that his premises are securely protected by efficient locks and window guards—not only for his own protection but for the protection of the youth who finds it hard to resist temptation.

Embargo by Canada

THE action of the Canadian Government in placing an embargo on the exportation to any country at war with Great Britain of any articles which will be of use to them in prosecuting the war will, no doubt, meet with the approval of Canadians generally.

The rich nickel exports of Canada will not in future be available for the manufacture of armor plate by the enemies of Britain. The Sudbury nickel deposits are the richest in the world and heretofore there has been no restriction on their export. As Canada has practically a monopoly on nickel the announcement of the war embargo is of

great importance. The order is far-reaching for it prohibits the exportation of contraband to any neutral country which would in turn re-export the materials to Great Britain's enemies.

The export is prohibited "to all foreign ports in Europe and on the Mediterranean and Black Seas, save France, Russia (except Baltic ports), Spain and Portugal," the list including "graphite for range-finders, nickel and nickel ores, motor engines, aeroplanes and all other air-craft; wool and sheepskins, warships, including boats used on them, foodstuffs for animals, gold and silver bullion, vehicles of all kinds, vessels, crafts and boats, powder and explosives, barbed wire, and devices for cutting it, unwrought copper, lead, sheet or pipe, haematite, iron ore, magnetic iron ore, hides and skins, raw or tanned, but including the dressed variety, and rubber of all kinds."

Illegal Coupons and Stamps

THERE are many in the trade who think that any sort of a coupon or stamp scheme may be operated without fear of the law. This is why we see to-day so many merchants carrying on guessing contests where coupons are given illegally. There is no doubt that these schemes are conducted in ignorance of the law, but if an action were to result from it, the plea of ignorance would not likely be sufficient to satisfy a court.

To put the matter in a nutshell, coupons or other devices are not allowed by law when such coupons, etc., are not redeemable at any time. If, for instance, a person who collects coupons given away by a merchant, is not given the option to realize on them at any time, the scheme is illegal. The Trading Stamp Act covers that point. It not only eliminated the trading stamp evil, but it also prohibited a merchant having stamps or coupons of any description redeemable by anyone but himself.

If a dealer is in doubt at any time as to the legality of a certain scheme he should get in touch with the Retail Merchants' Association, or if he writes Hardware and Metal, his inquiry will be promptly dealt with.

Editorial Briefs

GIVING A STRANGER credit before finding out his ability to pay is surely putting the cart before the horse.

• • •

THERE USED TO be an old saying that "two of a trade never agree," but the modern association has changed all that.

• • •

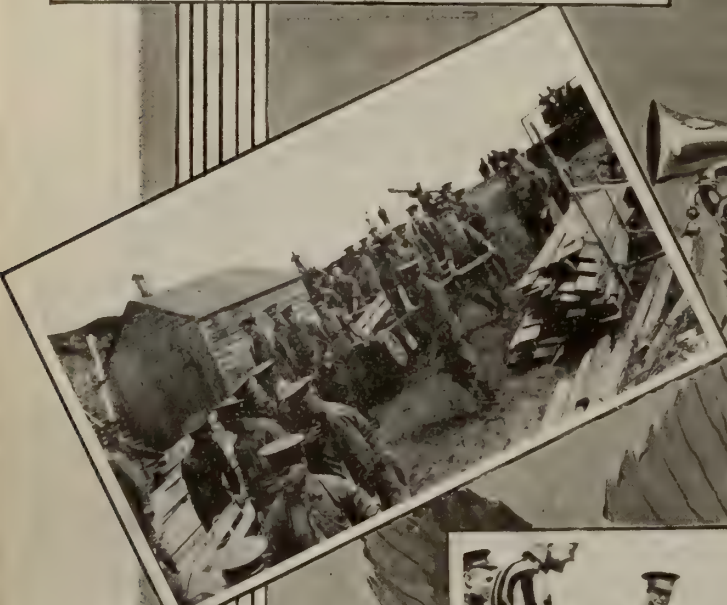
WHEN YOU stop fighting your neighbor and combine your energies to defeat the common enemy you will make progress toward better trade conditions.

• • •

THE MORE THE dealer places definite responsibility on each of his clerks the better will his business be operated—too many cooks you know spoil the broth.

• • •

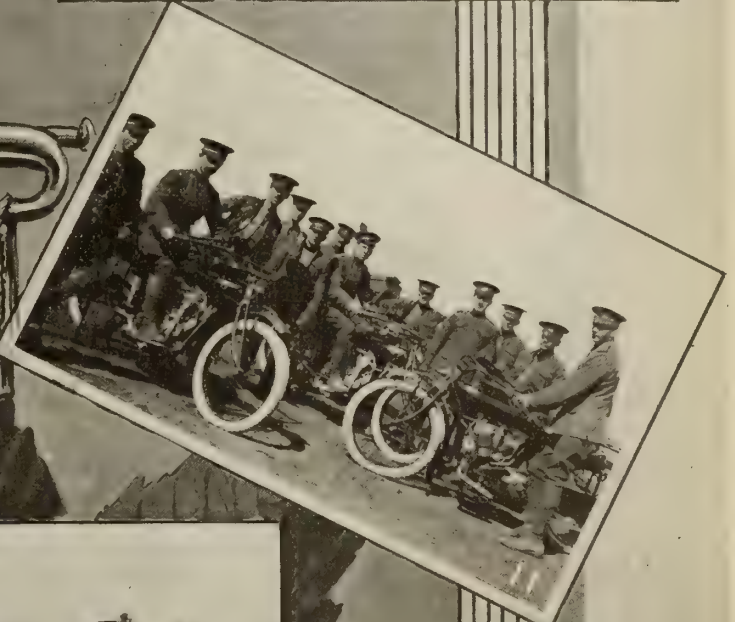
DON'T FOOL yourself. Your real competitor may not be the fellow across the street. It may be right in your own store, in your method of doing business, in your salesmen or in the indifferent manner in which the wants of your customer are looked after.



CANADIANS AT VALCARTIER.

- No. 1—A company returning from rifle practice at the ranges.
 No. 2—Cavalry manoeuvres.
 No. 3—A squad of engineers making and transporting pontoons.
 No. 4—Breakfast call, usually about 7 o'clock.

- No. 5—Rifle practice at the ranges.
 No. 6—Highlanders receiving their first lesson in trench digging.
 No. 7—H.R.H. the Duke of Connaught inspecting the troops.



CANADIANS AT VALCARTIER.

- No. 8—On parade.
- No. 9—On the march.
- No. 10—Pontoon bridge erected over the Jacques Cartier River.
- No. 11—A part of the Motor Cycle Corps.

- No. 12—Photograph of the breech of the 60-pounder Field Gun.
- No. 13—One of the many booths, erected practically over night.
- No. 14—Another photograph of H.R.H. the Duke of Connaught inspecting the troops.

Campaigning Against Professional Peddlers

The Old Enemy of the Retailer is Active in all Parts of the Country, and Associations Are Taking Steps to See That Laws Are Enforced—New Legislation Being Demanded in Ontario—Systematizing Charity.

THAT hardy enemy of the rent and tax-paying retailer, the professional peddler, seems to have multiplied in numbers and gained energy in the scope of his operations of late. From all parts of the country there are complaints that hawkers are busy endeavoring to carry their wares to the doors of the people and interfering with the business of the retailer at a time when he needs all the trade that is going if he is to meet existing conditions.

Not only does the retailer demand the support of the public for the reason that he maintains his establishment season in and season out, but it should also be remembered that many are accommodating their customers with credits. This is one of the reasons that the peddler gets business. He appears and sells for cash when there is an account at the store on the corner which is being neglected. There is also the point that the peddler does not have to stand behind the goods like the merchant. He carries some cheap goods which look all right; the sale is made; a few days or weeks after there is a dissatisfaction; the peddler is in another town. On the other hand the merchant sells something which is not as recommended, and he will be the loser thereby.

Merchants' associations in a large number of Canadian towns and cities have been particularly active with regard to these peddlers of late. Demands are being made that legislation be passed compelling the transient dealer to pay a substantial license and that where there are by-laws that they be enforced.

In Ontario the Retail Merchants' Association officers explain that the weakness is with regard to the Provincial legislation and steps are now being taken to have an act passed which will make it possible for something to be done in this direction. Complaints are reaching the secretary from many sections of late that the hawkers are particularly active.

Agitation in Montreal.

The Retail Grocers' Association members in Montreal are up in arms about the activities of the peddlers who are seeking an extension of privileges. At a meeting a few days ago the retiring president, G. A. Archambault, called attention to the fact that peddlers were unusually numerous in the city and that they were crying their wares through

the streets at all hours, although it was contrary to the law for them to do so. He pointed out, too, that a deputation of the peddlers had waited upon the city council asking that a change be made whereby they would be able to employ five or six men under one license.

It was decided at this meeting to wait upon the city controllers to ask them to see that the law governing peddlers be enforced.

Ottawa Grocers to Know.

The Ottawa Retail Grocers' Association have unanimously decided upon a campaign against the peddling and hawking evil. There is no great objection to market gardeners and producers selling their produce on the streets, but with regard to peddlers and hawkers from outside the city who do not pay taxes or license, something will be done if it is possible for the association to do it. At a recent meeting it was decided to get legal advice upon a proper interpretation of the peddlers' by-law as passed by the police commission.

Another point upon which action is to be taken in Ottawa has reference to stores where groceries and fruits are sold keeping open after the regular hour for closing. It is believed that under the by-law a grocery store must close on time whether fruit only is sold later or not.

New Organization Busy.

At St. John, N.B., where a branch of the Retail Merchants' Association has only recently been formed, and where already considerable progress has been made, it has been decided to take drastic measures to enforce the law against all kinds of fakers and fake schemes that seem to crop up from time to time to defraud the public and the association expresses its readiness to take up any complaints made by any citizen in this regard. A. O. Skinner is president of the association.

London Active Too.

The Retail Grocers' Association at London, Ont., have also had the matter of street selling under their attention and at the last regular meeting, at which there was an attendance of some fifty members, President Palmer explained the Peddlers' and Hucksters' by-laws, and told of an interview which a special committee of the association had

had with the Mayor and Board of Control regarding this legislation.

To Systematize Charity.

The many demands which have been made upon the merchants of Sudbury for charitable purposes, and the seemingly unsystematic and irregular manner in which some of the funds are controlled, has brought a protest from the Retail Merchants' Association. The complaint is made that there is no proper system in connection with the collection, and that business places most easy of access have stood the brunt, while private and other sources, equally able to give, have been overlooked.

The result has been that a motion has been passed by the association that in the future all requests for charity be submitted to the executive of the association. A notice will shortly be held in the stores of all the members of the association to this effect. This does not mean that in future no donations to charity will be made, but rather that the merits of the case will first be passed upon by the executive and the merchants give collectively through the association rather than individually as heretofore.



PREMIUM ON SHIPMENTS.

The Journal of Commerce, New York, says:—

"One depressing development in the attitude assumed by the United States Government at the behest of large producing interests of copper in this country was that, apparently without regard to the interests of consumers of copper or other manufacturing interests in this country, information concerning the outward manifests of ships was arbitrarily withheld to cover a period of one month from the date of sailing. It is understood that the British Consuls are entitled to full information regarding the cargoes of all British vessels leaving American ports if they wish, and other foreign Consuls have similar privileges, so that probably arrangements will be made among European countries through which the information desired will be available to foreigners, while Americans will be kept in the dark.

"Under the circumstances there seems little to be gained by the copper-producing interests, and the Government action would seem to place a premium on the shipments of contraband of war."



Junior Clerk's Page



SHOW THE GOODS QUICKLY.

"IT'S worth while for any clerk to learn, right at the beginning, how to show the goods quickly," said an experienced hardware dealer the other day. "Quickness of eye and ear and mind are very necessary qualities in the salesman. The clerk's time represents money, and the clerk who is exceedingly slow in serving customers not merely exasperates the customer, but runs up the cost of the sale.

"I had a junior with me last fall. He was a good, honest fellow, and wanted to do what was right; but he was horribly slow. It would take him all of two or three minutes to draw! "Good morning, sir," and as much longer to find out what the customer wanted; and ten minutes would be gone in most instances before he actually got down to the real business of showing the goods. Why, I had another man behind the next counter who would make a couple of sales in the time that chap took to get under way."

Particularly in busy seasons, the salesman's time counts. Where there are a large number of customers to be waited upon within a very limited space of time, the clerk must move quickly. Now and then a clerk tries to economize time by slighting the customer, giving him half attention. This is not good business. It is better business and better salesmanship to learn the knack of quick, efficient, business-like service behind the counter.

Quick service doesn't mean inordinate haste, and constant hustle and bustle. The man who is always in a hurry as a rule doesn't get there. But to think quickly and act instantly and with decision, to say the right word and do the right thing on the spur of the moment, and to keep perfectly cool and good-tempered and unexcited, is a far more important and far more essential item in the making of sales.

"Briskness" is a word which describes the quality of a live, wide-awake salesman. He is quick—but he doesn't allow himself to become excited. He hurries a sale along without appearing to do so.

For instance, a lot of time is wasted in mere gaps in the selling talk. The

salesman shows a saw. He lets the customer look it over. "Is this a good saw?" asks the customer. "Will it do for all sorts of work?" The clerk meditates a moment. "Yes, you'll find it a very good saw," he replies.

Yet it is just as easy for the clerk, while handing over the goods for inspection, to say: "For general purposes, doing ordinary work around the house, this is just the saw you want. It's excellent value for the money and ready to use just the way it is." All this can be said in the half minute it takes the clerk to hand the saw to the customer. It saves time, it answers the customer's questions in advance, and—it is better salesmanship. The little bit of sales-talk which accompanies the article predisposes the customer in its favor.

Put in a good word for the goods when you're handing them out for inspection. Don't wait for the customer to ask questions—anticipate him by talking up the selling points. That is the way to save time in selling. More than that, it makes it decidedly easier to sell. The customer feels that you are taking an interest in him, and in the goods, when you volunteer information. And the good salesman always volunteers information that may seem helpful; he doesn't stand behind the counter waiting to be asked.

Try this speeding up process. Don't do it with the primary idea of hustling a sale through for the sake of the time you're going to save; rather keep in mind the idea that quick selling is efficient selling. Don't spur yourself into a frantic hurry. But, keeping cool every minute, just fix your mind on the sale; learn to hand out the goods quickly; get the knack of saying something about them that will help a sale as you hand them out. Speak, not rapidly, but clearly and distinctly, and say just as much as is necessary—no more. And put a touch or two of enthusiasm into your talk. Try to make your customer feel, from your tone and manner, that you're anxious to see him well served, and that you firmly believe the goods you're offering him are the only goods that will fully satisfy his need.

A pleasant, interested manner has a great influence in inducing sales. I

have learned that from the buyer's as well as the seller's side of the counter. The indifferent clerk is handicapped by his very indifference; the clerk who is thoroughly interested finds in his interest a powerful ally in securing sales.

THE JUNIOR CLERK OBSERVES



You can lead an ass to knowledge, but you cannot make him think.

* * *

The man who boasts of ancestors is like a potato—the best part of him is underground.

* * *

The only difference between a grave and a rut is the former is a little wider and not so long.

* * *

Some people give according to their means and some according to their meanness.

* * *

Some men are born great; some achieve greatness, and some manage to put up a successful bluff.

* * *

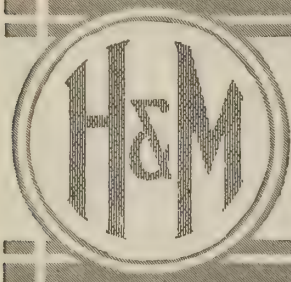
Success comes to him who goes after what the other fellow is waiting for.

* * *

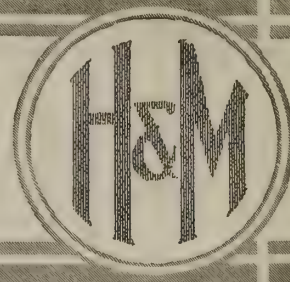
An honest man seldom blows his own horn—probably because he is too poor to own one.



The big, successful store is simply a result of organization made possible by concentration of capital, backed up by good and continuous advertising. The large successful merchant not only buys advertising judiciously, but engages the best talent to prepare the right copy about the right merchandise at the right time.



Current News



Hardware Burglarized.

Galt, Ont.—The Mickus hardware store was visited by burglars, who secured considerable silverware, cutlery, and some valuable papers.

Explosive on Steps.

On Saturday night, Oct. 31, two men placed an explosive on the steps leading to the store of J. B. Tetrault, Sweetsburg, Que., which exploded, seriously injuring a lady customer.

Giving War Map.

The Dominion Cartridge Co., Ltd., are giving a war map in colors to their customers. This, when hung in the store, will attract considerable attention. When the war is over and the map of Europe has been altered, another map will be issued by this company for comparison.

Fire Losses.

London, Ont.—The Dominion Brass Corporation suffered fire loss.

Alsask, Sask.—W. H. Warmington, hardware, has suffered fire loss.

Montreal, Que.—Damage roughly estimated at \$5,000 was done by fire to the plant of the Canadian Steel Products Co., 227 Wellington street, Saturday night, Oct. 31.

Dominion Incorporations.

The Blashill Wire Machinery Company, Ltd., capitalized at \$48,000, head office, Montreal, to carry on the trades of iron masters, steel makers, steel converters, etc.

Lamarre & Compagnie, Limitee, capitalized at \$195,000, head office, St. Remi, Que., to carry on the business of foundry proprietors, blacksmiths, machinists, plumbers, platers, galvanizers, etc.

Londoner Injured.

Woodstock, Ont.—W. E. Thorpe of London, Ont., traveller for McClary Mfg. Co., was injured in an auto accident. Mr. Thorpe, along with H. Field, undertaker, of Woodstock, was motor-ing towards Princeton and when near the cemetery the car skidded and was sent into the ditch. Mr. Field (the undertaker) escaped injury, but Mr. Thorpe was badly cut about the head and

face, and was removed partially unconscious.

Hardware Burglarized.

Hull, Que.—The hardware store of Kelly & Ledue, Wellington street, was burglarized for the second time within three weeks. On the last visit the thieves secured three revolvers, a hunting knife and small change from the till.

North Sydney, N.S.—Burglars forced an entrance into the Thompson & Sutherland hardware store and after cracking the safe secured \$300 in cash, a number of cheques and other valuable papers. Some goods in the store were badly damaged.

Sailing for England.

Geo. A. Marshall of 70 Lombard St., Toronto, who has just returned from a brief trip to Winnipeg, sails on the 12th inst. by the S.S. Scandinavian for England to confer with the heads of the steel and cutlery interests for which he has the controlling Canadian agencies. Mr. Marshall has in view the furtherance of inter-Imperial trading with the Motherland, substituting British-made goods for those hitherto obtained from Germany, and the expansion of the steel and cutlery business with Sheffield generally.

Personals.

G. Brown has retired from the management of the branch store of the Cuzner Hardware Co. on Queen Street, Ottawa.

E. St. Elmo Lewis, vice-president and general manager of the Art Metal Construction Company, of Jamestown, N.Y., has been elected a member of the board of directors of the Art Metal Construction Company, Limited, of London, England.

Lyman H. Treadway, president the Peek, Stow & Wilcox Co., has been appointed to the board of directors of the new Federal Reserve Bank at Cleveland, Ohio. The honor finds a worthy recipient in a man who has long occupied a prominent position in a great industry.

Business Changes.

Rosethern, Sask.—J. C. Klaassen & Son have sold their hardware business to J. M. Friesen of Hague.

Rosethern, Sask.—J. C. Klassen & Son have sold out to J. M. Friesen.

Colgate, Sask.—C. J. Mackey, hardware, has sold out to Mundy & Fox.

Thessalon, Ont.—Chas. Scholz has purchased W. A. Keetch's hardware business.

Melfort, Sask.—Crawford & Douglas have disposed of their hardware business to J. H. Millard of Cypress River, Man.

Edmonton, Alta.—Wilson & Co., hardware dealers, have dissolved partnership, W. U. Stevenson, continuing the business.

Mossbank, Sask.—The Western Hardware Co., of Moosejaw, is opening a new store in this town. The store will be in charge of P. J. Rawlinson, who is a member of the firm.

Perth, Ont.—G. Rogers has sold his hardware stock to N. B. Nicholl. Mr. Rogers has been appointed postmaster. Mr. Nicholl was formerly a Perth boy, but has been in Western Canada for the past six years.

Findlay Bros.' Catalogue.

Findlay Bros. Co., Ltd., Carleton Place, Ont., with branch house at Winnipeg, have issued catalogue No. 54, which they consider is the most complete stove book ever published in Canada. The catalogue, which consists of 106 pages, is a work of art, is splendidly bound, and in it are shown many exceptionally fine half-tone illustrations of the firm's products. A high grade coated paper has been used in the catalogue, and the illustrations stand out prominently. The illustrations are large and show all the details of the outer appearance of the stoves featured. A special feature of the catalogue is the section at the back of the catalogue showing half-tones and electros which are furnished free to customers. These cuts are of such size that they are particularly adaptable for use in newspapers, and show the details of the stoves without occupying a large space. Findlay Bros. Co. feel justly proud of their new catalogue. The points they feature strongly in connection with their stoves and ranges are: modern and attractive designs, smooth castings, and tight and well-fitted joints.

Death of J. H. Lefevre.

Welland, Ont.—The death occurred here of J. H. Lefevre, works manager of the Electric Steel & Metals Co. Mr. Lefevre was one of four men scalded and burned by the explosion of an oil switch in the transformer house of the Electric Steel & Metals on Oct. 17, and his death makes the third as the result of the accident. Deceased came to Welland seven years ago from Massachusetts to fill the position of works manager for the Ontario Iron & Steel Co. When he left this firm he entered the industrial field here with the Hamilton Tube and Pipe Co., which later moved to Woodstock to amalgamate with the Page Wire Fence Co. His latest activity was the promotion of the Electric Steel & Metals, along with Mr. Turnbull. The new industry was about to start under most auspicious circumstances when the deplorable accident cut short his active career. Mr. Lefevre was widely informed on steel matters, and had filled many important positions in this branch of industry.

Withdrawn from Active Engagement.

The following notice has been sent out to the trade by A. S. Rogers and J. P. Rogers, Dominion Bank Building, Toronto:

"We desire to inform our friends in the trade and elsewhere that we have withdrawn from active engagement in the business of the Imperial Oil Company, Limited, to enable us to devote our time and attention more fully to our personal affairs, and that our office is now at Room 311, Dominion Bank Building, corner King and Yonge Sts., to which personal correspondence should be directed.

As we still retain our investment in the Company, and are remaining on its executive board, our interests in the success of the Company's business are unchanged, and we trust it may continue to receive the trade favors of our friends as in the past, through the Queen City Division office, 63 Bay St.

In retiring from active work in the business we desire to thank our friends in the trade for the many courtesies and favors shown to us during a long period of association with the Queen City Division of the Company and its predecessors."

CANADIANS AT VALCARTIER.

Elsewhere in this issue are shown two pages of views taken at Valcartier, the training ground of the first Canadian contingent. These views are shown by courtesy of H. S. Howland Sons & Co., Toronto, and were published in the November issue of Howland's Monthly Bulletin, just off the press. The company has had a large number of reprints of these pages prepared on coated paper

and will be glad to supply them gratis to any Canadian hardwareman sending in a request. One page in the Bulletin is devoted to a description of the Valcartier camp and gives a detailed description of the various scenes illustrated. In describing the camp the Bulletin says in part:—

Twenty-eight square miles is the approximate area of the training ground at Valcartier, Quebec, where the first Canadian contingent received training preparatory to leaving for England.

About three weeks were occupied in clearing the ground, erecting the targets, laying the water mains and arranging the general construction of the camp before the soldiers arrived.

In passing it is interesting to note that, in laying the water mains, overhead sprinklers were erected for use as shower baths.

Altogether, there was a force of about 33,000 men. All reports go to show that they were treated well, properly fed, thoroughly drilled and carefully instructed.

Nothing seems to have escaped the attention of the authorities, as is indicated by the manner in which the charging of high prices by the vendors on the grounds was quickly stopped, the good sanitary arrangements, the facilities for the prompt and systematic feeding of the men with wholesome food and the serviceable equipment provided.

Western Notes.

Mr. Raymond, of the Copp Stove Co., Fort William, was in Winnipeg during the week, going into business matters with Mr. Evans, the local manager.

Colonel Gartshore, of the McClary Mfg. Co., London, Ont., is now in the West. He was in Winnipeg taking up various business matters with the local management last week.

Another Western hardwareman has joined the colors, C. H. Reid, who has represented the Miller-Morse Hardware Co. on the road for some time, having enlisted with the Regina forces, which hope to go to the front with the second contingent. Mr. Reid, with the other Regina men, is now in Winnipeg at the new concentration camp.

MERCHANTS LODGE PROTEST.

The Workmen's Compensation Commission, in its desire to overlook no manufacturer who should come under the Act, has sent wage roll forms to many men whose business is largely retail. Since the retailers have believed they were not to be brought under the scope of the new legislation the receipt of these blank forms caused considerable commotion. One result was that a deputation, representing the Retail Merchants' Association, called upon Hon. I.

B. Lucas and the members of the commission to voice objections to being assessed.

They were assured that the man who was solely a retailer would not come under the compensation system, and that the receipt of a wage roll form was not an indication that a business man was about to be assessed. The discussion became rather spirited when Chairman Price of the Commission intimated that he was not inclined to leave out manufacturing where done by those who were retailers as well.

E. M. Trowern, secretary of the association, thought that men doing a little manufacturing and retailing the product themselves should not be assessed as manufacturers. The difficulty of drawing a line between the man who manufactured on a small scale and whose business was largely retail, and the man who did more manufacturing than retailing was pointed out. After exchanging views for some time the retailers adopted a suggestion by the chairman that they should submit data showing the extent to which retailers were manufacturers, and also various means by which a line may be drawn.

Hon. I. B. Lucas met fears of the retailers that assessments would be burdensome by reminding them if they had no accidents there would be no assessments.

SENTIMENT CHEERFUL.

Cleveland, Ohio, Nov. 5.—The Iron Trade Review to-day says:—Sentiment in the iron trade is somewhat more cheerful, partly on account of a slight increase of interest among some buyers of pig iron, but largely on account of the feeling that a more conservative influence will prevail in the next Congress as the result of Tuesday's elections. The demand for machine tools for exports continues very active. Numerous sales have been made and important inquiries are pending.

Pig iron production for October was 1,769,385 tons, compared with 1,882,718 tons in September of this year, and 2,539,924 tons in October of last year. The Portsmouth Steel Co. is inquiring for 10,000 tons of basic pig iron for delivery during the first half of next year.

The worst fault to be found with some dealers is that they do not recognize the necessity of making special efforts to feature staple lines.

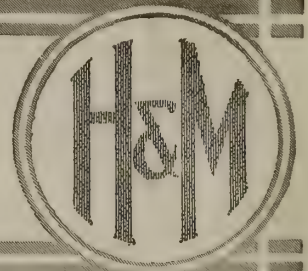
PARTNER WANTED

WANTED—A PARTNER WITH \$5,000 TO join enterprising hardwareman with British and American agencies. Applicant would be representative in Eastern Canada, constantly travelling, routes mapped out. Business established 4 years; highest references given and wanted. Salary \$1,500 Guaranteed. Apply Box 138, Hardware and Metal, Toronto. (45)



New Hardware Goods

Offered Canadian Hardwaremen



HAUCK KEROSENE TORCH.

A kerosene torch of new and novel design has just been placed on the market by the Hauck Mfg. Co., of Brooklyn, N.Y.

The makers say it was especially designed to take the place of the gasoline



Hauck Kerosene Torch.

torch and fills a long-felt want in places where the use of the gasoline torch is prohibited or restricted. This applies particularly to garages, office buildings, hotels, hospitals, etc. Telephone companies, electricians, painters, tinsmiths, machinists and plumbers should welcome the new torch both for its safety and economy.

The most important feature is the construction of the bronze burner. The oil passage ways are especially large and so arranged that only one plug has to be unscrewed in order to clean the whole burner instantly.

By a special oil regulating valve the flame can be adjusted to any size from 8 in. long by 1 in. diameter to the finest point.

The makers state that as kerosene contains more heating units than gasoline, the temperature obtained with this torch is much higher than that of the gasoline torch.

It is also claimed that strong wind or cold weather will not affect the flame in any way and it is therefore especially recommended to linemen and those working outside.

The torch is also furnished in connection

with a light furnace for melting solder and heating soldering coppers.

"ROYAL" ELECTRIC AND "IDEAL" BENCH WASHERS.

Hoag Brothers Co., 812 Commercial street, Peoria, Ill., are offering the Canadian trade the "Royal" Electric and "Ideal" bench washers here illustrated. The Royal electric washer is said by the company to be an inverted drive machine having the agitator, or dolly, placed so that it comes up through the bottom of the tub instead of on the lid. All of the mechanism is located underneath the tub. The company states that there is no danger of getting caught in gears, as these are protected by guards, making the "Royal" safe.

This washer can be raised or lowered, according to the height of the stationary tub or wash-bench, so that the wringer is always close to the tubs. This change is quickly made. The "Royal" has a re-

versible wringer that can be locked at any position, according to the size of the tubs. It is only necessary to move the wringer to the desired position and lock it there. The wringer has a wide, reversible drain-board, and it wrings in either direction into and out of four tubs.

By raising or lowering a conveniently placed lever the machine may be thrown in or out of gear. The lid can be raised at any time. A safety lever is placed on the wringer, so that it can be stopped or reversed instantly.

The "Ideal" bench washer may be operated either by an electric motor, a gasoline engine or by hand. A wooden handle is part of the regular equipment, so that in the event of an accident occurring to the gasoline engine or electric motor, the washer is still available for use. The "Ideal" is a regulation dolly or peg type machine. The tub is made of Southern cypress and the platform is of steel. The company states that this platform will not warp, buckle or check. The same piece of angle steel used on the top length of the frame also forms the leg. The extension platform on the side will fold up out of the way. The only wood used on the frame is the wooden platform on which the rinse tubs are placed. This is removable, giving easy access to the gears under the frame for oiling.

GNAWS THROUGH STEEL.

The cutting in two of a bar of cast steel, two inches thick, in thirty-two seconds, was one of the things accomplished at a demonstration of a new welder, at the warehouse of Wilkinson & Compass, 30-32 McNab Street S., Hamilton (the agents for Canada), on October 29th, 30th and 31st. A large crowd collected to watch the welder, known as the Cox Oxy-Acetylene Welder, gnaw its way through the steel.

Several companies had sent broken castings and the like to learn what the machine could do. The agents state that all these were mended, so as to be as good as new. Joe, the man behind the gun, or the torch (as it is known in welding circles), cut his name in a piece of steel with the machine. He also welded pieces of aluminum, which is said to be the hardest

(Continued on page 53.)



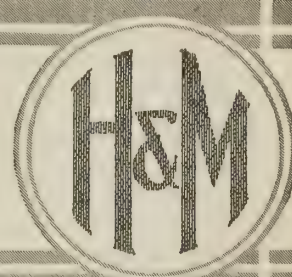
Ideal Bench Washer and Royal Electric Washer.

volving wringer that can be locked at any position, according to the size of



Weekly Market Reports

Statements From Buying Centres



THE MARKETS AT A GLANCE.

While the general situation in the hardware trade remains unchanged, there is a much better feeling existing in business circles and wholesalers and retailers are taking a hopeful view of the present situation. More interest is being taken in ingot metals as it is felt that nearly all prices are extremely low. The recent good weather has had the effect of prolonging outdoor work and increasing the consumption of sheet metals. Collections are very fair and fewer complaints are now heard. Our Western Canada correspondent reports a new trend in Western buying. As predicated, glass has advanced at Winnipeg. Tin is showing signs of strength and has advanced slightly. Other metals remain unchanged. An advance is expected in solder. Country business continues very fair. The approach of winter has helped to create a demand for heaters and ranges. There is a good demand from the country districts for furnaces which indicates that the farmers have money and are spending it. Turpentine is weak and has declined at Toronto.

MONTREAL.

MONTREAL, Nov. 4, 1914.—The general condition of the hardware markets have remained practically the same as they were a week ago. Trade throughout the rural districts of the province seems to be keeping up well. The travelling salesmen of the various hardware houses in Montreal all report that an excellent condition of affairs exists in the smaller towns. Many of these salesmen have been able to increase their sales over the amount obtained in similar districts for the corresponding period of last year. One well-known hardware jobber in this city sums up the situation, as he says, in a nut shell: "In the country trade conditions are good, in many districts being above normal, but in the city our trade has dropped off to a slight extent. On the whole we have not the slightest reason to complain."

The retail trade seem to be receiving a fairly good portion of business. The spirit of Christmas seems to be making itself felt and with it a slight increase in business. The seasonable lines are all moving along nicely. The heating business is in full swing. The heating business, especially hot water and steam installations, always tends to show a more or less large quantity of business to the retail man, in the lines of pipe fittings, valves, porcelain ware, etc.

The trade in carpenters' and machinists' tools has been very quiet. This is,

of course, accounted for because the building and manufacturing activities have been greatly reduced since the advent of the war. However, throughout the hardware trade, in general, there is every indication that it is in a healthy state. Collections from most parts are good.

Metals.

An exceptionally quiet week has just passed. The amount of business passing is very small and there has been no change in prices. Great Britain has issued a new and more complete list of articles that are absolute contraband of war. Among the new articles on this list are several metals. Copper shipments have fallen off greatly, directly on this account. As this decree is of so recent a date, it would be highly speculative to predict how serious will be the effect of this new measure on the trade in general.

Stoves and Furnaces.

The stove and heating business still continues to flourish. In Montreal business is about the same as last year. A large order was recently completed for the Canada Car and Foundry Co. This order was the equipping of a large number of dining cars with their cooking stoves, etc. It is understood that the same firm placed an order last week for a similar kitchen equipment for seven new dining cars now in the course of construction for the Canadian Northern

Railway. Of late years building operations have been pursued right through the winter months. The results have been that the heating business has known no dull periods. This season will be a little different because building operations will be greatly curtailed.

Ropes and Cordage.

Another quiet week is reported in the cordage market. No changes in prices have occurred. The volume of business has been small.

General Lines.

In seasonable goods, such as horse-blankets, skates, hockey sticks, sleigh bells, cow-ties, snow shovels, etc., there is a good volume of trade. Staple lines are also moving nicely. The volume of trade is in every way very good. Prices are not rising above that which allows a legitimate profit.

Soldering irons have taken a slight drop in price.

TORONTO.

TORONTO, Nov. 5.—The general situation in the hardware trade is essentially the same as has prevailed during the past few weeks. The outlook, however, is gradually improving, and a greater degree of confidence prevails in business circles. The factor, perhaps chiefly responsible for this more optimistic feeling is in the large orders for military equipment and supplies which have been placed in this country

MONTREAL QUOTATIONS.

Tin	34c—36c
Spelter .....	.....6c
Copper .....	.....13 $\frac{1}{4}$ c
Lead, Domestic, cwt.....	\$4.90
Lead, Imported, cwt.	\$4.90
Antimony .....	.....16c
Solder, $\frac{1}{2} \times \frac{1}{2}$ .....	.....26c
Wiping Solder	17c to 22c
Aluminum, Ingot ....	.....22c lb.
Aluminum, Pattern .....	.....23c lb.
Wire Nails	\$2.25 base
Cut Nails	\$2.50 base
Pure Manila Rope ..	.....14c base
British Manila Rope. ....	.....11c base
African Hemp .....	.....11c base
Sisal .....	.....9 $\frac{1}{2}$ c base
Lath Yarn ....	.....8 $\frac{3}{4}$ c base

TORONTO QUOTATIONS.

Tin	35c-37c lb.
Copper	12½c-13c lb.
Lead	5c. lb.
Spelter	5¾c-6c. lb.
Antimony	15c lb.
Aluminum Ingot	22c. lb.
Aluminum Pattern	23c. lb.
Solder, ½ and ½	20c lb.
Wire Solder	25c lb.
Wiping Solder	18c lb.
Tinker's bar solder	25c. lb.
Wire Nails	\$2.25 base
Cut Nails	\$2.70 base
Poultry Netting	50-10-5%
Pure Manila Rope ..	14c base
British Manila Rope	11c base
African Hemp Rope....	11c base
Sisal Rope	9½c base

by the British Government. It has been announced that further large orders still remain to be distributed, and that as many as possible will be given to Canadian concerns. This business has relieved the industrial situation considerably, as many factories will be working full time for several months, which all tends to help trade generally.

The Canadian Trade Commissioner in London has received a large number of inquiries regarding the possibility of obtaining from Canadian firms such articles as broom and tool handles, bronze powder, brushes and hardware sundries, etc. A favorable opportunity is thus presented for Canadian manufacturers of such goods to investigate the possibilities of obtaining business in the English markets.

There is a fair amount of general hardware moving in the city, especially in seasonable lines, although these have been restricted to some extent by the continued mild weather. The volume of business is below that for the corresponding period last year. Taking all things into consideration, this is what might be expected, and it is fortunate that trade is not more restricted. Reports from the country districts indicate that satisfactory conditions generally prevail, and that the open weather is favorable to the farmers. The prosperous condition of this community is reflected in the hardware trade in the rural districts, where business is practically normal, and compares favorably with last year at the corresponding season.

There have been no price changes this week of any importance, and in this respect the markets are steady. There is little movement in builders' hardware, the building trade not showing any activity. There has been no further change in leather belting, although the demand

for leather for equipment is making serious inroads into stocks. There is a steady demand for guns and hunting equipment. The iron and steel markets are quiet, with no change in prices. There is little inquiry for pig iron, and buying is of the hand-to-mouth order; prices are steady, but show a weak tendency. The scrap metal market is dull, and prices are unchanged. Collections are only fair, but show some improvement.

Metals.—With the exception of tin, there are no price changes of any importance this week, and the markets are featureless. The demand for most metals is light, consumers only buying to cover immediate requirements. Tin is stronger, having advanced 1c, and is quoted at 35c-37c per lb. Solders may also be expected to follow suit.

The continued fine weather has had the effect of prolonging outdoor work and has increased the consumption of sheet metals. Collections are fair. Prevailing quotations on metals are shown in the accompanying panel.

Rope.—There is no change in the rope and twine markets this week, business generally being quiet. Sash cord No. 6 has advanced ½c, and is now being quoted at 27½c per lb. Quotations on Manila rope appear in panel.

Oil and Benzine.—There is a slight revision in the prices of benzine this week, local prices being ½c lower. Quotations now read: Single barrels 18c, and 3-barrel lots 17½c a gallon. Coal oil and gasoline are unchanged. Stocks of castor oil are getting low, as supplies are difficult to obtain.

Poultry Netting.—This season's price list for netting for the small sizes is out, and is the same list as last year. The new discount on the large sizes was published in a recent issue of Hardware & Metal. There is some booking being done for spring delivery.

Stoves.—There is a steady volume of business in stoves and heaters, although a spell of cold weather would be welcomed by the trade. There is a fair movement of furnaces, but the dullness in the building trade is restricting sales to some extent.

Wire Nails and Screws.—There is a fair volume of business being done in these lines, but the general situation remains the same. Prices are unchanged, wire nails being quoted at \$2.25 base, and cut nails at \$2.70 base.

LONDON.

LONDON, Ont., Nov. 4. 1914.—Business with the retail hardware trade continues very good. On account of this city having been located in the midst of a splendid agricultural district, the business depression has not been felt as much as in some of the

larger cities which are largely dependent upon manufacturing industries. Retailers are cheerful and feel confident that business will continue very satisfactory. No important price changes have taken place during the past week.

Building Materials.

A ready sale is found for building paper and ready roofing. Fall goods are in very good demand. Wire nails are quoted at \$2.25 base; cut nails at \$2.70 base.

Glass is in fair demand at the following prices: Single Diamond, net list; Double Diamond, 5 per cent., discount; single lights, 33 1-3 per cent., discount from sheet list.

Wire.

Poultry netting is quoted for present or spring delivery at 50—10—5 per cent. A new price on barbed wire from stock is \$2.40 per 100 lbs.; plain galvanized is quoted No. 9 plain \$2.15; No. 12 plain, \$2.30; No. 13 plain, \$2.40; No. 9 coil spring, \$2.20 per 100 lbs.

Paints.

Paint lines remain unchanged and in fair demand. No change has taken place in lead, oil or turpentine quotations.

WINNIPEG.

WINNIPEG, Nov. 5.—After the numerous changes in prices quoted a week ago, the past week has seemed somewhat quiet. The one rise, however, which has been struck is important; yet it is one which should not cause the Western dealers any worry, since they have had ample time to get in good stocks before the advance took place. It has been known for some time that glass must be put upon a higher basis.

While there has been a quiet tone to the market, as far as price changes are concerned, it is very satisfactory to note that business has been picking up materially. It would seem that the colder weather is having the stimulating effect which was looked for—the farmers getting to town more regularly, and the dealers having to buy to be able to meet their needs. The manner in which payments are being made at the present time is also quite satisfactory. The comment of one wholesaler on the present situation is enlightening.

Change in Business.

"Two or three years ago," he said, "we used to get orders for \$1,500 worth of goods, and we would get the money some time in the future. To-day we get an order for \$500 worth of goods, but we also get the money."

This is just another indication that the present trend is buy often and not so largely as in the past.

WINNIPEG QUOTATIONS.

Solder	25c-26c lb.
Wire Nails	\$2.80 base
Cut Nails	\$3.35 base
Pure Manila Rope—15½c lb. base	
British Manila Rope ..12c lb. base	
Sisal	10½c lb. base
Linseed Oil, Raw ..	66c gal.
Linseed Oil, Boiled	69c gal.
Poultry Netting	50% off
Turpentine	75c
Galvanized Iron, 28 English	
Apollo:	
Fleur de Lis	\$4.75
Queen's Head	5.10
Corrugated Sheets, 28-gauge	
galvanized	\$3.45
Glass, First Break	\$5.25

The advance in window glass, which has been predicted for some time, has at last been struck. The upward movement is one of about 15 per cent., yet, compared with Eastern prices, plus freight, the price still appears reasonable. The cause of this movement, of course, is the crippling of the glass industry in Belgium. The destruction of Chaleroi—one of the great centres for producing glass—makes it more than ever certain that the Belgium supply will be cut off for a lengthy period, and that the American supply will have to be counted upon to fill the Canadian need. The natural result has been the upward movement.

Present Glass Quotations.

Prices as now holding for Manitoba and Saskatchewan are as follows:—

	Single.	Double.
	Per 100 ft.	case.
Up to 25 united inches	\$5.25	\$7.00
From 26 to 40 inches..	5.75	7.75
„ 41 to 50 „ ..	6.25	8.75
„ 51 to 60 „ ..	6.75	9.75
„ 61 to 70 „ ..	7.25	10.75
„ 71 to 80 „ ..	...	11.75
„ 81 to 85 „ ..	...	13.25
„ 86 to 90 „ ..	...	15.00
„ 91 to 95 „ ..	...	17.50
„ 96 to 100 „ ..	...	20.00
„ 101 to 105 „ ..	...	22.50
„ 101 to 110 „ ..	...	26.00

Less than full cases 45 per cent. discount from Pane Price List.

Considerable improvement has been noted in the stove business. The demand for heaters is now very good, and there is also a fair call for ranges. It was expected that the cheaper lines of stoves would be in greater demand this year than the more expensive models. This has proved to be the case especially with the city and town trade. The country people, however, are evidently able to buy the best, and high-class goods are still moving fairly satisfactorily.

Between Seasons Here.

Sporting goods are a little quiet at present. It is between seasons, but dealers are already taking an interest in curling stones and similar goods which they will need when winter sets in. There has been a falling off in the demand for ammunition. There can be no doubt, however, that this will pick up towards the end of the month when hunters are preparing to go after big game.

**FLAX SEED AND FLAX FIBRE.**

SOME interesting information on the flax fibre situation of Europe and North America is contained in the report of a special committee of the National Paint, Oil and Varnish Association, as presented at the Louisville convention. Generally speaking, it is shown that while Canada and the United States have been producing flaxseed, European countries have been turning their attention rather to the fibre, although producing at the same time a fair yield of seed. A protracted war in Europe might change the situation.

The report points out that in 1911 the world raised a crop of about 101,000,000 bushels of flaxseed and 642,000 tons of flax fibre. Europe produced practically all the fibre and only one quarter of the seed. The United States, Canada, Argentine and India produced three-quarters of the seed and so small an amount of fibre that it is hardly worth considering in relation to the general situation. This would indicate that about three-quarters of the world's crop of flax fibre went to waste, amounting to nearly 200,000,000 tons. In 1911 Austria produced 7.3 bushels of seed and 491 lbs. fibre per acre; Belgium 6 bush. and 571 lbs.; Bulgaria 10 bush. and 709 lbs.; France 8.4 bush. and 752 lbs.; Italy 15.5 bush. and 375 lbs. It is significant that while in America there is no use made of the fibre, in Ireland, where the linen industry is very important there is evidently no account kept of the flaxseed.

In connection with the information contained in this report it may be that the present trend of events will result in some use being made of the flax straw of this country, but it must not be supposed that the special committee of the National Paint, Oil and Varnish Association has made the first observations in this direction. The problem of flax fibre both in the United States and Canada has had a great deal of attention.

In the first place, flax for fibre must be more carefully grown than for seed alone. In Europe it is largely produced where labor is cheap and the seed is planted by hand and the plants tended carefully by hand. In America this is

a different problem in relation to the high cost of labor. Straw for fibre must also be pulled and not cut. Here again is the factor of the cost of labor. Machines have been made for pulling flax, but they have never proven a great success.

Tests have been made with the flax straw from the Western prairies and there have been projects launched for linen mills in that country. Whether the present European situation will hasten the day when use will be made of the flax straw of Canada remains to be seen. However, it has been made evident that in the event of this straw being wanted for fibre purposes it will have to be grown under entirely different conditions from those now prevailing and there will have to be an elaborate system for handling the straw, which would be very bulky by freight. The present manner of sowing the seed leaves it entirely too much open to produce the proper fineness of quality in the fibre, and it remains a problem as to whether labor could be had sufficiently cheap to make it a paying proposition. While in Europe there is a fair yield of seed in addition to the fibre, the assertion might be ventured that the seeding in Europe probably runs considerably more to the acre than in this country in order to get a thick growth and more delicate stalk.

Just at the moment, too, there are other things to consider than the possibility of a shortage of flax fibre in Europe. In America for linen to be a successful proposition it would have to compete with cotton and it needs no comment here to describe the cotton situation at the moment. As in nearly every department of industry it seems that the war is cutting two ways.

**GNAWS THROUGH STEEL.**

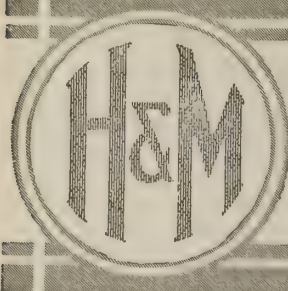
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metal to weld, owing to its tendency to bubble.

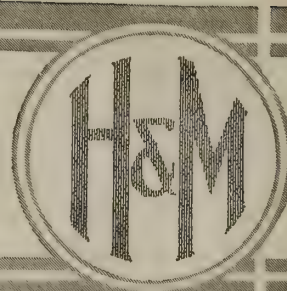
The Oxy-Acetylene Welder is said to give 6,400 degrees Fahrenheit, whereas an electric welder gives 6,500. The latter, it was pointed out, can be used only where there is electricity, while the Oxy-Acetylene Welder, with its two tanks, may be transported anywhere. W. M. Cox, Albany, N.Y., vice-president of his company, had charge of the demonstration.



Happiness is from within, not from without. It springs from a contented mind and a harmonious life—not in the possession of wealth or power. These come later from right thinking and right seeking.



Paint Department



Third Annual S.W.P. Convention

Keynote of Sherwin-Williams Co. Annual Convention, "Business and More of It"—Presentation of Watch and Long Service Diploma.

THE third annual convention of the Sherwin-Williams Co. of Canada, Ltd., was held in Montreal, October 27, 28 and 29.

In the face of the unsettled business atmosphere existing at present, the keynote of the convention—"Business as usual and more of it," might seem to be a big order. However, Mr. Cottingham, the president of the company, in his opening remarks turned to the motto and expressed his pleasure that he should find the same sentiment and confidence among the Canadian S-W men, as exists among their confreres looking after the interests of the company in England.

A review of the past year's success was very encouraging to those present and the feeling of confidence in the business success for the ensuing year, prompted Mr. Cottingham's description of the S-W representatives as "sane optimists." The Western men were not present, as they are holding a convention in Winnipeg next week. For this reason the number attending the convention was smaller than before, but the efforts of the Convention Committee were well rewarded with the interest shown by those attending. Encouraging reports were given by C. C. Ballantyne, vice-president and managing director, and J. H. Gordon, secretary treasurer, showing the progress of the company during the past year has been satisfactory to the management.

On Wednesday evening a large and enjoyable banquet was held at the Canada Club. Among those present were:

Wm. McMaster, of Canadian Explosives; W. J. White, of White & Buchanan; R. H. McMaster, of the Steel Co. of Canada; P. P. Cowans, of McDougall & Cowans; Murray Williams, of O'Brien & Williams; W. J. McConnell; C. M. Knox; Max Hill, of Walker Hdwe. Co.; H. M. Reid, of Hardware and Metal; W. S. Fallis, manager of the Western Division.

An impressive and touching event of the evening occurred when Mr. Cotting-

ham presented the Sherwin-Williams gold watch and diploma of long service to Mr. Robt. Johnson, who has been associated with Mr. Cottingham in the paint business for the past twenty-five years.

Among the trade are many friends of Mr. Johnson's who will be interested in an interview and his latest photograph, taken this week, which appears in this issue.

Mr. Cottingham's confidence in the progress and prosperity of Canada for the coming year, inspires the entire S-W organization; even extending beyond the representatives, to the loyal agents throughout Canada, so the outlook for 1915 is very promising for "Business as usual, and more of it."

THIRTY YEARS IN THE PAINT TRADE.

An interview with Robert Johnston who was presented with the long-service Diploma and gold watch at the Sherwin-Williams Convention.

DURING the summer of 1874 I was working in the varnish factory of E. Atwater & Co. (some factory at that time) boiling oil in an old potash kettle. Patrick Corbett, who is a pensioner of this company to-day, was the chief, and I was the rest. A friend of Mr. Atwater's in England, a jute manufacturer, took the liberty of shipping us a very large consignment of bags. They were done up in bales. From the hard work and the fumes from the oil, etc., and those open top kettles we used, I was forced to go to the country for a change, and while there Mr. Atwater sent me a sample bag and the price, and asked me to try and sell some of this stock. I sold everybody bags—farmers, millers and storekeepers. My success with the bags must have impressed the house, for one morning I was called into the office and asked if I thought that I could sell paint, etc., as well. I don't remember

what I said, but away I was sent, and I have been at it ever since. This old Pioneer house sold out their business in 1878 to McDougall, Logie & Co. I then went with Ramsay, Drake & Dods, where I remained until Mr. P. D. Dods retired from the house to start in business for himself. I went with him, and remained with the firm until 1889, when I formed a connection with Mr. W. H. Cottingham. He and I are here yet. This is some experience, and when I sit down as at present to review this distance there have been many changes. The development in this business is perhaps the most striking. Owing to the different conditions throughout the country, there is no similarity at all. I am just 60 years of age past on the 23rd day of June last, and as I have weathered all the throw-downs one is so subject to in a career of this description, I am considered not any older than my years, at least I do not feel any older. I have nothing to say about any of my early employers but good things; they were all creations of the times. I would like to say that since I have been associated with Mr. W. H. Cottingham I have known nothing of the old worries of the business. I want to say that these twenty-five years spent with him have been the most interesting and satisfactory of my whole life. I feel grateful for my present health, and I will always be full of genuine gratitude for the uniform courtesy I have invariably received from the trade throughout this country (for I have at different times traveled it all). I have always been successful as a traveling salesman, and I have been continuously at it all these years, the longest absence I have had from the road being four months, some years back, which I spent in the Brockville General Hospital in company with some siege of typhoid pneumonia. I would like to tell you that as soon as the doctor pronounced me strong enough to be conversed with, Mr. W. H. Cottingham was the man who stood beside my bed.



The man at the head of a business should know how to keep the man responsible for the various departments of his business "out of the ditch."

MARTIN-SENOUR PAINTS AND VARNISHES

MADE IN CANADA

AS OTHERS SEE US

Being the second of a series of letters from Dealer Agents testifying to the gratifying service and satisfaction they derive from the sale of Martin-Senour Paints and Varnishes.

COPY OF LETTER.

Messrs. Martin-Senour Co., Ltd.,
Montreal, Que.

Trenton, Ont., Sept. 5, 1914.

Dear Sirs:—

More than a quarter of a century ago, we sold Senour's Floor Paint, then made in Chicago, so it was fitting that when the Martin-Senour Co. opened a Plant in Canada for the manufacture of 100% Pure Paint, that we should be selected as their Agents for this District, and it is with a great deal of pleasure that we write to say that our early success with the Chicago Product has been more than equalled with the Canadian article.

Our sales increase each year. We have absolutely no complaints, and we are constantly seeing new faces in our store who come to ask for MARTIN-SENOUR PAINTS.

Yours truly,

THE MOWAT HARDWARE CO. OF TRENTON, LIMITED.

Per R. M. Mowat, Mgr.



The **MARTIN-SENOUR** *Co.*
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
CHICAGO MONTREAL WINNIPEG
HALIFAX LINCOLN TORONTO



Wear Tells the Tale—

No matter where a varnish is applied it's the wear it withstands that tells the tale of honest worth and quality. Any varnish may look good for a time—the question is, will it "stand up" under constant use and give results that are entirely satisfactory to your customers?

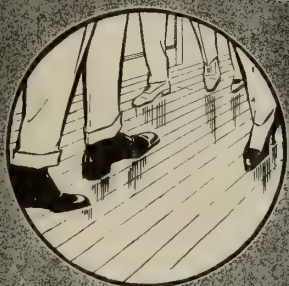
Liquid Granite

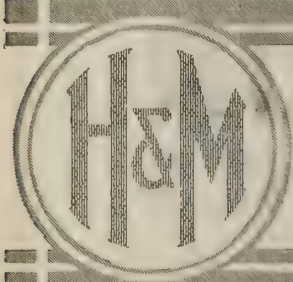
Berry Brothers' marvelously durable floor varnish gives wood a tough elastic coat that will not crack, mar, nor wear white. Nor will frequent scrubbing with soap and hot water turn it white.

And like all Berry Brothers' products Liquid Granite is of the highest quality—a quality that is the result of over 56 years' varnish manufacturing experience.

Let us tell you how a Berry Brothers dealership will increase the earning capacity of your stock.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Walkerville, Ont.





Weekly Paint Markets



MONTREAL.

MONTREAL, Nov. 4, 1914.—During the past week the situation in the paint markets has remained unchanged. Little change was anticipated as business has been quiet throughout all departments except perhaps that of linseed oil. As usual, there is a little rush of business toward the end of the season of navigation. This season appears to be no exception and the increase in trade has already been felt a little.

There was at one time a little anxiety felt over the fact that pigments could not be procured. However, large supplies were held by all the paint manufacturers at the outbreak of the war and these have enabled them to continue business with but a slight increase in the price of paints. American firms are now able to supply pigments.

Linseed Oil.

Matters seem pretty well mixed in the linseed oil market. A wide range of quotations are being offered. A fair amount of oil is moving and trade is very good in spite of the wide range of quotations. It is pretty generally understood that flaxseed in the West is firmer than has been for some time past. From out of the numerous quotations the following can be taken as a good average of the prevailing quotations:

	Raw.	Boiled
1 to 5 bbl. lots.....	50-54c	53-57c

Turpentine.

Turpentine has had another quiet week. The sales have been fair. The volume of business has, however, been small, and the prices have remained the same; no immediate change to anticipate. The prevailing quotations are:

	Per Imp. gal.
½ bbl. lots	68c
1 bbl. lots	65c
2 to 4 bbl. lots	64c
5 to 10 bbl. lots	62c

Gasoline and Benzine.

In this trade too there is nothing but an extremely quiet market to report. The trade is fair, but no change in prices have been made.

Gasoline quotations are as follows:

In drums ex warehouse Montreal, 15½c per Imp. gallon.

From tank waggon, city delivery, less than 100 gallon lots, 15c per Imp. gal.

100 gallon lots and over, 14c per Imp. gal.

Glass and Putty.

The glass situation continues to be about the same. The supply of the Belgian product has been practically exhausted. The American product is now on sale generally.

Putty has taken a further drop. The sales have increased considerably of late, but at best there is but little trade moving.

TORONTO.

TORONTO, Nov. 5.—There is little change in the paint market this week, the situation being practically identical with last week. There is a fair movement in paints, the weather not being sufficiently cold to restrict sales to any noticeable degree. Considering the general industrial situation and the lateness of the season, it could not be expected that the volume of business would be at all heavy. The building trade is still dull, which is having a depressing effect on the paint trade. There is a satisfactory volume of business passing in the country districts, where conditions are more favorable than in the cities.

Paints for interior work are moving better. Glass and putty are unchanged; the latter, however, is showing some activity. Linseed oil is steady, but turpentine has weakened on light demand. There has been no change in prices of paints or white lead.

Linseed Oil.—There is practically no change in the oil situation this week, although flaxseed is firmer. Business is light for present delivery, and no prices have been fixed for spring delivery. There has been, however, some attempt made in this regard, but with little success. The following prices are in effect in Toronto:—

	Raw.	Boiled.
Single bbls.	52	55
3 to 5 bbls.	51	54
6 to 9 bbls.	50	53

Turpentine.—A weakness has developed in the turpentine market this

week, and a reduction of 2c has been made. Trade is dull, and an effort is being made to stimulate business. The new prices being quoted in Toronto are as follows:—Single barrels, 65c; 2 to 4 barrels, 64c per Imperial gallon.

Glass.—There is, of course, no improvement in the glass situation, as the conditions governing the market have not changed. Stocks of Belgian glass are becoming exhausted, and another advance is anticipated. Business is fair, but the depression in the building trade is seriously affecting the market.

Putty.—Putty is fairly active, and prices are as quoted last week. The following prices are standard in less than ton lots:—

	Per 100 lbs.
Bulk bbls., 800 lbs.	\$2.10
Bulk drums, 100 lbs.	2.60
Bulk drums, 50 lbs.	2.65
Bulk drums, 25 lbs.	2.70
Bulk drums, 12½ lbs.	2.95
Cased tins, 25 lbs.	2.90
Cased tins, 12½ lbs.	3.10
Bladders, bbl., 400 lbs.	2.90
Bladders, cases, 100 lbs.	3.00
Pure putty, 60c per cwt. advance.	

The man who has the inspiration of a good window trim, a selling campaign, etc., should endeavor to put it in force at once. If this is not possible, the next best thing to do is to make notes of the ideas that have occurred in connection with it and keep on doing so, and then when the time is ripe for action one does not have to depend upon a tricky memory. And even though the memory is good, it is almost impossible to marshal a large number of detail facts simultaneously at one's bidding. They must be jotted down as they occur, else half of them will refuse to come up above the mental surface until it is too late to use them.

Never mind what you know. Do not try to dazzle others with your great knowledge upon a certain subject. Just try to find out what will interest them, and make them feel comfortable and unrestrained.

In Time of War Prepare for Peace

The Old Adage is reversed!

Already the financial and commercial experts of both Great Britain and Germany are discussing the future condition of trade *after* the War.

We Canadians are mostly occupied with the maintenance of *to-day's* trade under conditions the War has brought about.

The continued manufacture, sale and use of our own home products is the best help we can give the Empire now, and *the best preparation we can make for peace.*

One of the greatest Canadian products with the largest sale in Canada is

Brandram's B.B. Genuine White Lead

This White Lead is essentially an Empire product. Its formula and its secret process have remained English for over a century, and since the introduction of its manufacture into Canada by Brandram-Henderson, Limited, it has been both an English and a Canadian product.

If the consumer knew as much about this White Lead as we do and as you do, he would unquestionably use no other and would insist upon getting B.B. White Lead every time.

You can inform him fully in regard to its process of manufacture, its covering capacity, and its wearing qualities by supplying him with the literature we have published on this subject.

Let us know how much ammunition of this sort you can use.

BRANDRAM-HENDERSON LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 99% pure, lb. 22c
Pattern, lb. 23c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 50; 22 short smokeless, 55 and 5; 22 long rifle, black and smokeless, 40 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Center Fire Pistol Cartridges, 20 and 2½; Center Fire Sporting and Military Cartridges, 10%; Primers, 10 and 2½; Brass Shot Shells 45 and 12½; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 30 days.

Smokeless, Grand Prix, Eley, and Nitro Club Remington, and "Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 per cent.; "Regal" Dense Smokeless Powder, 30 and 10 p.c. "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 30 days net.

Shot standard, 100 lbs., \$15, 45 p.c.; cash discount, 2 p.c. 30 days; net extras, as follows: subject to cash discount only; (hilled, 40c; buck and seal, 50c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London St. John and Halifax freight equalized.

ANTIMONY.

Cookson's or Hal-
lett's 16 00 15 00

ANVILS.

Buckworth per lb. 0 10½

AUGERS.

Ford's auger bits 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger 70 p.c.
Rockford's auger 50 and 10 p.c.
Gilmour's car 47½ p.c.
Clark's expansive 40 p.c.

AXES.

Daisy doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black Diamond, doz. 9 00
Samson single bit, doz. 9 00
Samson single bit, handled,
doz. 12 50
Samson double bit, doz. 12 50
Samson flooring axes No.
2, doz. 9 00
Single bit, doz. 6 75 9 50
Double bit 10 50 12 00
Hunters' Axes 5 00 6 00
"Beys" Axes 5 75 6 50
Bench Axes, Samson.
No. 3, doz., net 9 00
No. 3, doz., net 9 30
No. 4, doz., net 10 25
No. 5, doz., net 11 50
No. 6, doz., net 12 00

B

BABBITT.

Canada Metal Co., Ltd.—Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6 to 60c lb.

Thomas Robertson & Co., Ltd.
—No. 1, 27c; No. 2, 18c; No. 3, 14c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, 2 and 3.

Alonzo W. Spooner, Ltd. — Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2 Nicoluminum grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 50 and 10 per cent.
Standard, 60 per cent.
Lace leather, per side, \$1; cut laces, No. 1, \$1.25.

BENZINE.

Montreal Toronto
Single bbls., gal. 0 20 0 18
3 bbls. 0 17½

BOLTS AND NUTS.

Carriage Bolts (\$1), list, ¾ in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts (\$1) list, 7-16 in., 22½ and 12½%.
Machine Bolts, ¾ in. dia. and smaller, 70 and 5 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 and 5 p.c.
Sleigh Shoe Bolts, ¾ in. dia. and smaller 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 and 5 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 and 5 p.c.
Plow Bolts, 55, 10 and 5 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts (\$3) list, 50 and 10 p.c.
Step Bolts, large head (\$3) list, 50 and 5 per cent.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4½c off list.
Hexagon, 4½c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 50 and 7½ p.c.
Tire Bolts, 75 p.c.

BRASS.

Per lb.
Springs, sheets, up to 20 gauge 0 25
Rods, base ½ to 1 in. round 0 22
Tubing, seamless base 0 24
Tubing, iron pipe size, 1 in. base 0 24
Copper tubing, 4c extra.

BUTTS.

Plated, bower barff and nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 and 5 per cent.
Crescent brands, 70 p.c.

BARBS (Clothes).

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range).

30-gallon, Standard, \$4.50; extra heavy, \$7.

BOARDS, BAKE.

Per doz.
No. 0, ¾ inch rim, 16x22... 4 25
No. 1, ¾ inch rim, 18x24... 4 75
No. 2, ¾ inch rim, 18x28... 5 25
No. 3, ¾ inch rim, 20x30... 5 30
No. 0, ¾ inch rim, 16x22... 4 60
No. 1, ¾ inch rim, 18x24... 5 30
No. 2, ¾ inch rim, 18x28... 5 60
No. 3, ¾ inch rim, 20x30... 6 30

BOARDS (Ironing).

Size 12x60 ins., doz. 7 20
Size, 14x60 ins., doz. 8 40
Folding, 14x60 ins., doz. 10 50

BOARDS (Sleeve).

Basswood, stationary, doz. 1 50
Folding, per doz. 3 50
Folding, without sleeve .. 19 00

BOARDS (Wash).

Per doz.
Glass, doz. \$ 3 50
Enameled, doz., net 3 50
Fony 1 20
Crown 2 05
Dandy 2 25
Improved Globe 2 35
Standard Globe 2 45
Neptune 2 45
Original Globe 2 75
Newmarket King 2 75
Jubilee 2 75
Victor (Glass) 3 50
Diamond King (Glass).... 3 75
Western King (Enamel)... 3 50
Beaver (Brass) 3 50

BRUSHES.

Weighted, 15 lb., per doz. 14 70
Weighted, 20 lb., per doz. 19 90

C

CANS.

Milk cans and pails, 25 and 5%.
Creamery cans, 25 and 5%.
Railway cans, 40 and 2½%.
Hand, delivery and creamery cans, 35 p.c.
Cream cans, 35 p.c. with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Milk can trimmings, 12½ per cent.

Common, cork-lined, 35 per cent. Cans, jacketed.

1 gal. jacketed, per doz... 2 70
2 gal. jacketed, per doz... 3 60
3 gal. jacketed, per doz... 4 20
5 gal. jacketed, per doz... 4 80
10 gal. jacketed, per doz... 8 40

CEMENT AND FIREBRICK.

Less than carload lots ... 1 85
Portland, per bbl., carload lots, f.o.b. Toronto 1 55
White Bros. English. 2 00 2 05
"Dafarge" cement, in wood 3 40
Fire brick, Scotch, per 1,000 23 00 28 00
Fire Brick, English, 17 00 21 00
Fire Brick, Am., low, 23 00 25 00
Fire brick, Am., high, 27 50 31 00
Fire clay (Scotch), net ton 6 50
Fire clay, Am., net ton 5 00 10 00

CEMENT (FURNACE).

1½ lb. tins, per doz. 1 00
6 lb. tins, per doz., lb. 0 05
25 lb. tins, per doz., lb. 0 04

CEMENT, ROOFING.

Per gal.
Roofing cement (in bbls)... 0 17
Cement (in 5 and 10 gals)... 0 19
Cement (in 2 gals.) 0 25
Cement (in 1 gal.) 0 30

CHALK.

Carpenters, colored, per gross 0 65 0 80
Carpenters lead pencils, per gross 2 40 6 75
Crayons, per gross.. 0 20

CHISELS.

Cold chisels, 5x6 in., doz... 2 20
Bevel edge, 1 inch, doz.... 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, \$6; 5-16, \$5.20; ¾, \$4.45; 7-16, \$4.20; ¾, \$3.90; 9-16, \$3.90; ¾, \$3.80; ¾, \$3.65; ¾, \$3.45; 1, \$3.40.

Electric Weld Coil Chain—BB, 3-16 in., \$9.25 per 100 lbs.; ¼ in., \$6.50 per 100 lbs.; 5-16 in., \$4.30 per 100 lbs.; ¾ in., \$4.25 per 100 lbs.; 7-16 in., \$4 per 100 lbs.; ¾ in., \$4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., \$11.50 per 100 lbs.

CHURNS.

No. 0, \$9, No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, London and St. Mary's, 40 and 10 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 p.c.

CLEANERS (VACUUM).

Eureka Electric, each \$35 00
Cadillac Vac. Sweeper ... 5 50
Cadillac Combin'n Cleaner. 6 50
Cadillac Electric, Model C. 18 00
Cadillac Electric, Model D. 20 00

COMPOUND.

Soclean Sweeping. Per case.
4½ lb. size, 2 doz. in case.. 4 50
8 lb. size, 2 doz. in case ... 7 20
17 lb. size, 1 doz. in case... 6 75

COPPER.

Montreal Toronto
Casting ingot \$13 25 \$13 00
Bars, ½ to 2 in. ... 23 00 27 50
Plain sheets, 14 oz., 14x28 in., 14x60 in. 21 00 29 50
Copper sheet, tinned, 14x60, 14 oz. 23 50 30 50
Copper sheet, planished, 14x60, base. 29 00 37 50
Brazilers' in sheets, 6 x 4 base 24 00 29 50

CORD (SASH).

No. 5, Special 0 50
No. 6, lb. 0 27½
No. 7, lb. 0 26½
No. 8, No. 9, No. 10, No. 12 0 26

CRATES.

Humpty-Dumpty, egg, doz. 3 75
Ideal egg boxes, with filler, 12 doz. size, per doz. 3 50

CANADA PLATES.

Ordinary, 52 sheets .. 2 75 3 00
All bright, 52 sheets. 3 85 4 00

Galvanized.
Apollo D. Crown Gorbais

18x24x52 .. 4 45 4 45 4 60
60 .. 4 70 4 70 4 85
20x28x30 .. 8 90 8 90 9 20
20x28x80 .. 9 40 9 40 9 70

M.L.S. and Famous— Per box

I C, 14x20 base \$7 00
I X, 14x20 base 6 00
I X X, 14x20 base 7 00
I X X X, 14x20 base ... 9 50

CHARCOAL TIN PLATES.

Raven and Murex Grades—
I C, 14x20 base 5 00
I X, 14x20 base 6 60
I X X, 14x20 base 7 60
I X X X, 14x20 base ... 9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base 4 65
I X, 14x20 base 5 65
I X X, 14x20 base 6 65

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets 7 40
I X, Terne Tin ... 9 40

COKES BRIGHT.

Bessemer Steel—
I C, 14x20 base 4 50
20x25, double box 9 00

CLEVICES.

7½c per lb.

CLOCKS, ALARM.

Good Morning, ea. 0 80
Look Out 0 92
Big Ben 2 00
Baby Ben 2 00

CROWBARS.

4½c per lb.

DRILLS.

Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.

How About After the War?

Are you looking ahead to the inevitable turn of the tide?
Canada is in line for the greatest prosperity of her history,
are you preparing good agency connections with this in
view?

Jamieson's Pure Prepared Paints

Couldn't be better quality nor purer than "pure." Every
can is crammed full of consumer satisfaction—every drop
is real down-right *good* paint.

How about an agency conversation?

R. C. JAMIESON & COMPANY, LIMITED

Established 1858

Montreal

Vancouver

Owning and operating P. D. Dods & Co., Limited

THE CANADA METAL CO., Limited

FRASER AVENUE, - TORONTO

MANUFACTURE

LEAD PIPE,
TRAPS AND BENDS
BLOCK AND BAR LEAD

SOLDER, BAR,
WIRE, SLAB, SEGMENT
AND PLUMBERS' WIPING

IMPERIAL GENUINE AND
HARRIS HEAVY PRESSURE
BABBITT METAL
Give Excellent Service.

ELECTRICAL SUPPLIES,
BATTERY ZINCS, FUSE WIRE,
WIRE SOLDER,
IMPERIAL SOLDERING PASTE

INGOT METALS, COPPER,
TIN, LEAD, ANTIMONY,
ZINC, ALUMINUM

BATHS, LAVATORIES,
SINKS, CLOSETS
AND ALL N.P. FITTINGS

DIE CASTINGS AND
BULLET PLANT

WHITE METAL,
PEWTER, LEAD AND
BRITANNIA METAL MILL

ASK FOR OUR CATALOGUE

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., \$14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

1 C, 14 x 20 base ... 7 00 7 00
1 X, 14 x 20 base ... 8 25 8 25
1 X X, 14 x 20 base ... 9 50 9 50

DUCK.

Yarmouth Double		Standard	
29 in.		Single.	
7 oz. 0 17½	6 oz. 0 12½	7 oz. 0 14	6 oz. 0 11½
8 oz. 0 19½	7 oz. 0 14	8 oz. 0 15½	7 oz. 0 12½
10 oz. 0 24½	8 oz. 0 15½	9 oz. 0 17½	8 oz. 0 13½
12 oz. 0 29½	9 oz. 0 17½	10 oz. 0 19½	9 oz. 0 15½
	12 oz. 0 23½	15 oz. 0 32	

Emery wheels, 67½% discount.

F**FILES AND RASPS.** Per cent.

Diston's	75
Great Western American ..	75
Kearney and Foot, Arcade ..	75
J. Barton Smith Eagle	75
McClellan Globe	75
Black Diamond	66 2-3
Delta Files	65
Nicholson	66¾
Jowett's (English list)	27½
Spear & Jackson (Eng. list) ..	35
Globe	75
Hellers	70

FITTINGS (IRON PIPE).

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 per cent.

FIXTURES, STALL.

	Doz.
Hollow	0 81
Solid	1 35

G**GALVANIZED WARE.**

Dufferin pattern pails, 50 p.c.
English pattern, 50 per cent.
Galvanized washtubs, 50 p.c.

GASOLINE Montreal Toronto
Single bbls., per bbl. 18½ 18½
Three bbls. and over ... 0 18

GRINDSTONES. Per 100 lbs.
Over 40 lbs. and 2 in. thick 1 25
Smaller sizes extra.

H**HALTERS (SNAP AND RING).**

Jute Rope, ¾-in., per gross 8 00
Jute Rope, ½-in., per gross 10 50
Jute Rope, ¾-in., per gross 13 50
Leather, 1-in., per doz. 4 00
Leather, 1½-in., per doz. 5 20
Web

HALTERS (SISAL).

¾-in., \$9.00; 7-16 in., \$10.20; ½-in., \$11.40; 9-16 in., \$13.20; ¾-in., \$15.00.

HAMMERS, SLEDGE.

Can., 5 lbs. and over ... 0 06
Masons, 5lbs. and over ... 0 06
Napping, up to 2-lbs. 0 09

HANDLES (WOOD).

Axe, No. 3 culls, doz. 0 60
Axe, No. 1 hickory, doz. 2 04
Axe, 2nd growth, doz. 3 00
Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Team whiffletrees and neck-yokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.
All other ash goods, 40 p.c.
Railroad and navy pick, 25% per cent.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
Hickory cant hook handles, 30 per cent.
Doubletrees, 35 per cent.
Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox, No. 021
B.D. Trolley, doz. pr. \$7 50
R.W. No 117 P.D. Hanger, full set 2 75
R.W. No. 321, per doz. pr. 14 40
Stearns wood track. Special.
Zenith 9 00
Atlas, steel covered. \$5 25 6 60
Perfect, No. 1 8 50
Perfect, No. 1½ 9 50
Perfect, No. 2 10 00
New Milo, flexible 6 00
Double strap hangers, doz. sets 6 50
Standard, jointed hangers, doz sets 6 45
Steel King hangers, doz. sets 6 40
Storm King and safety hangers 5 75
Storm King rail 4 25
Crown 4 85
Crescent 7 25
Sovereign 6 50
Chicago Friction. Oscillating and Big Twin Hangers, 5 p.c.
Steel track, 1 x 3-16 in. (100 ft.) \$3 25
Steel track, 1¼ in. 4 75

HATCHETS. Samson Samson

	Per doz.	Shingle	Claw
No. 1	13 13	15 10	
No. 2	14 20	15 70	

HIDES.

Trimmed hides, green 0 12 0 13
Trimmed, green and partly cured ... 0 12 0 13½
Usual 2 lbs. tare.
Horsehide, with mane and tail, up to 3 75
Sheep skins, up to 1 50
Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Doz.	Strap.	Tee.
4 in., doz. prs.	\$1 03	\$0 87	
5 in., doz. prs.	1 25	1 00	
6 in., doz. prs.	1 35	1 03	
8 in., doz. prs.	1 84	1 38	
10 in., doz. prs.	3 24	2 27	
12 in., doz. prs.	4 03	3 73	
14 in., doz. prs.	4 59	4 00	

Heavy tee and strap discount, 40-10 per cent.

Light tee and strap discount, 70 per cent.

Screw hook and strap hinge—

Under 12 in., per 100 lbs. 5 00

Over 12 in., per 100 lbs. 4 25

Extra hooks for above, ¾ in., per lb. 5½

Extra hooks for above, ¾ in., per lb. 5½

Crate hinges and back flaps. 65 and 5 per cent.

Chest hinges and hinge hasps. 65 per cent.

HINGES (SPRING).

Spring, per gross — No. 5, 10; No. 10, \$19.50; No. 20, \$8.50; No. 50, \$24; No. 51, \$9.60; No. 120, \$17.40; offset No. 192, \$16.80.

Chicago hold back screen door iron, gross, \$12.

Chicago spring hinges, 15 p.c.

Triplex spring hinges, 40 p.c.

Chicago surface door (6,000), 45 per cent.

Garden City fire house hinges. 12½ per cent.

"Chief" floor hinge, 50 p.c.

HOES. Grub, 3½-lb., \$4 doz.

HOOKS, GRASS. English

No. 2, per doz. 1 60 2 50

No. 3, per doz. 1 70 2 90

No. 4, per doz. 1 80 3 25

HOOKS, CORN.

Fureka, doz. 1 80

Cyclone, doz. 2 40

Hoes, corn, doz. 4 50

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, \$3.90;

No. 1 and smaller, \$4.15; snow pattern, No. 2 and larger, \$4.15;

No. 1 and smaller, \$4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, \$4.35; No. 1 and smaller, \$4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, \$5.75; special countersunk steel, all sizes, 0-4, \$6.25; toe weight steel shoes, all sizes, No. 1 to 4, \$6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25; "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition 70 10 p.c.
Corrugated, 1½ in., ft. ... 0 13½
Corrugated, ¾ in., ft. ... 0 17
Cable, 70 per cent.
Leader, 60 and 10 per cent.

I**IRON AND STEEL.**

	Montreal	Toronto
Angles base	2 50	2 50
Common bar, per 100 lbs.	2 05	2 00
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel 2 25	2 00	
Sleigh shoe steel ... 2 25	2 25	
Domestic 2 30	2 00	
Reeled machinery steel 2 75	3 00	
Tire steel 2 35	2 20	
Sheet cast steel ... 0 15	0 15	
Toe calk steel 3 10	3 15	
Mining cast steel... 0 07½	0 07½	
High speed 0 65	0 65	
Cammell Laird 0 15		
Black Diamond tool steel 0 08½	0 08½	
Silver tool steel ... 0 13½	0 13½	
Cold Rolled Shafting. 9-16 to 11-16 inch .. 0 06		
¾ to 1 7-16 in. 0 05½		
1 7-16 to 3 inch 0 65		
Montreal 40%, Toronto 40%.		

IRON, TINNED.

72x30 up to 24 gauge, case lots \$ 9 50
Less than case, 25c per 100 lbs.
72x30 up to 26 gauge, case lots 10 00
extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set 0 78
Mrs. Potts, No. 50, nickel-plated, per set 0 85
Mrs. Potts, handles, Japaned, per gross 9 00
Sad irons, common, plain. 5 00
Sad irons, common, plated. 5 50
Asbestos, No. 70, per set ... 1 50
Asbestos, No. 90, per set ... 1 20
Princess Electric, each 3 00
Ideal Electric, each 2 85
Gasoline Sad Iron, each 3 50
Ideal Gasoline, each 3 25

LADDERS, ETC.

(Step Ladders).
Shelf-lock 12c ft.
Ontario 16c ft.
Faultless 20c ft.
Extra Heavy 28c ft.
Hercules 23c ft.
Decorator 18c and 20c ft.
Perfect 22c ft.
Chair Ladders, each \$2 00

(Roped Extension).
20 ft. \$3 00 42 ft. \$ 7 95
22 ft. 3 30 44 ft. 8 36
24 ft. 3 60 46 ft. 8 74
26 ft. 3 90 48 ft. 9 12
28 ft. 4 20 50 ft. 9 50
30 ft. 4 50 52 ft. 11 44
32 ft. 4 80 54 ft. 11 88
34 ft. 5 78 56 ft. 12 32
36 ft. 6 12 58 ft. 12 76
38 ft. 6 46 60 ft. 13 20
40 ft. 6 80

(Common Extension).
20 ft. each \$2 60
22 " 2 86
24 " 3 12
26 " 3 38
28 " 3 64
30 " 3 90
32 " 4 16
34 " 5 10
36 " 5 40
38 " 5 70
40 " 6 00
44 " 7 48

LANTERNS. Per doz.

(Common Single).
Fruit picking ladders, long nose, same price as common 22 ft., each 2 64
16 ft., each 1 76
14 ft., each 1 54
12 ft., each 1 20
single ladders; short nose, 1c per 18 ft., each 1 96
20 ft., each 2 40
foot additional.
8 ft., each \$0 80

Banner Buggy 10 75
Banner Junior 11 75
Trullite 7 00
Wrightlights 7 00
Beacon 7 00
3, 2, or 4, plain cold blast 7 00
Short globe, pattern 7 00
Cold blast, japanned 9 25
Brass, well japanned 24 00
All brass 1 90
Little Bobs A.C., doz.

LANTERN GLOBES.

Cold blast, short ruby ... 1 75
Cold blast, common ruby.. 1 60
Cold blast, short 0 75
Cold blast 0 50
Prism globes 1 20

LATCHES (YALE, NIGHT).

No. 26, per doz. \$ 3 30
No. 34, per doz. 11 80
No. 34X, per doz. 11 80
No. 37, per doz. 13 40
No. 042, per doz. 15 25
No. 42, per doz. 16 25

LATHS (METAL). Per sq.yd.

26-gauge, painted metal lath 0 10
24-gauge, painted metal lath 0 13
23-gauge, painted metal lath 0 15
24-gauge, galv. metal lath.. 0 17
23-gauge, galv. metal lath.. 0 19

LEAD.

	Montreal	Toronto
Domestic, 100 lbs.	4 90	5 00
Virgin pig, per 100 lbs.	4 90	5 00
Lead Wool, 8c lb.	7 50	7 50
Sheets, 2½ lb. sq. ft.	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lbs. sq. ft.	6 50	6 50
Cut sheets, ½c per lb. extra.		
Cut sheets to size, ¾c per lb. extra.		

LEVELS. Per doz. Rabone's.

126x12, Boxwood 4 0
162x9, Walnut pointed 4 50
162x12, Rosewood 7 50
104x24, Triple stock (net). 21 00
104x27, Triple stock (net). 22 00
104x30, Triple stock (net). 23 15

LINES, PLOUGH.

Russia snap, per gross ... 33 00
Indian snap, per gross ... 27 00

MACHINES (WASHING). Each

Canadian \$ 5 00
Dowswell 5 00
Hamilton 5 75
Re-Acting 7 50
Snowball 8 00
Noiseless 8 25
Sunlight 8 75
Momentum 8 75
New Century, style "A" .. 9 00
New Century Style "B" .. 10 00
New Century, Power, Style "D" 24 00
New Idea, style "B" 11 00
Playtime, engine drive ... 11 00
Ideal Power 16 00
Seafoam, electric 60 00
Seafoam, engine drive ... 25 00
New Idea, electric 80 00
Sunshine 4 50
Popular, No. 1 5 25
Economic 6 00
Champion 9 00
Excel-All 11 00
Blue Bell, without stand.. 9 00
Puritan Water Motor, complete 16 00
Hydro, One Tub, engine drive 26 00
Discount 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and up wards.
Stephenson Washers. \$6 net.

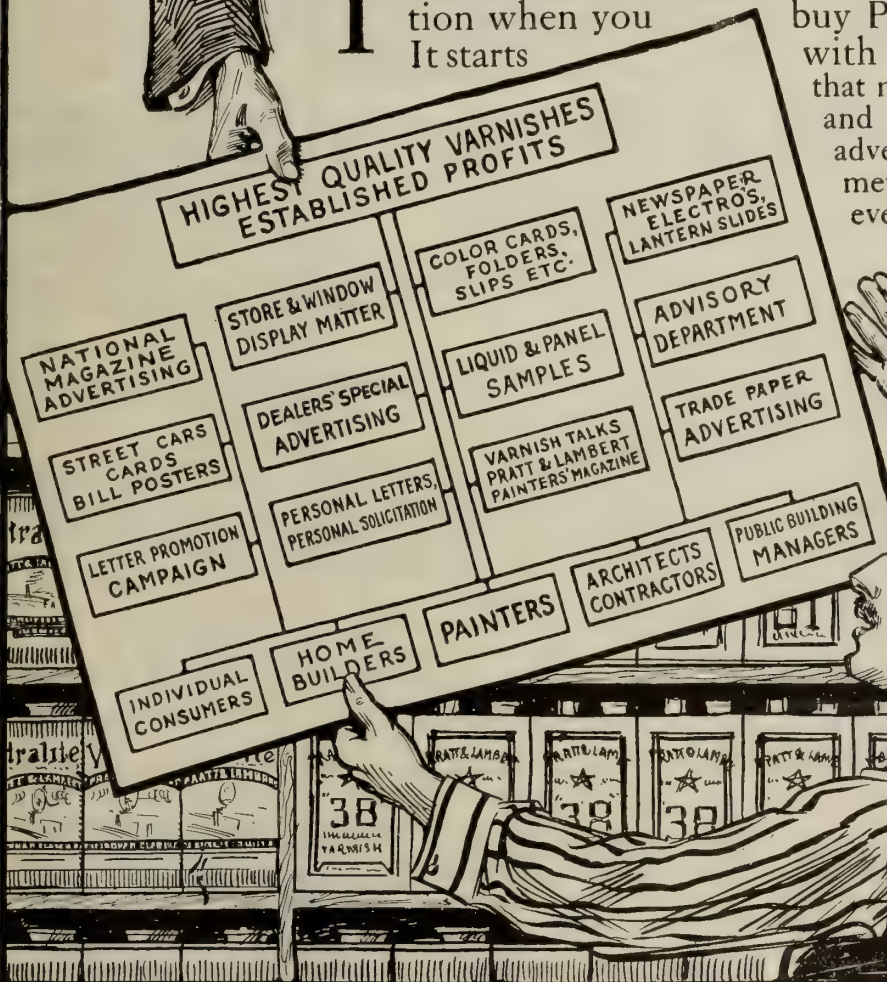


Here's Varnish-Selling Service For You!

THIS varnish-selling service is a vital part of the transaction when you buy Pratt & Lambert Varnishes. It starts

with highest quality varnishes that make satisfied repeat customers, and through the tried and proven advertising and sales promotion methods shown in the chart brings every class of varnish buyers into your store. *Write for complete Pratt & Lambert Dealers' Proposition.*

Pratt & Lambert-Inc.
24 Courtwright Street
Bridgeburg, Ont.



Pratt & Lambert Varnish Proposition

Quality Sales Profits Repeats...

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Hamburg

MALLETS. Per doz.
Tinsmiths, 2½ x 5½ in.... 1 65
Carpenters, round hickory 1 95
Lignum-Vitae, round, 5 in 2 40
Caulking, No. 8, oak.....15 00

MANGLES.
Victor, each\$14 25
Woodyatt, each 6 60

MIRRORS, FRAMED. Doz.
Size glass, 4 x 6..... 1 00
Size glass, 5 x 7..... 1 25
Size glass, 6 x 9..... 1 60
Size glass, 7 x 9..... 1 75
Size glass, 8 x 10..... 2 00
Size glass, 9 x 12..... 2 60
Size glass, 10 x 14..... 3 10
Size glass, 10 x 17..... 3 75

MOPS.
Mops, O-Cedar, doz.....\$12 00
S. W. Mops, doz. 3 25
New Wizard, small, doz. 8 00
New Wizard, large 10 00
Mop sticks, doz. 1 10
Cast head mops, doz..... 1 35
Crescent, doz. 1 50
Crank wringing, doz..... 4 75

Extra Cloths.
Challenge, doz. 2 10
Woven, cloths, doz 1 35

N

NAILS.
Standard steel wire nails,
Toronto, \$2.25 base; Montreal,
\$2.25 base; London, \$2.25 base.
Cut nails — Montreal, \$2.50;
Toronto, \$2.70; London, \$2.70.
Miscellaneous wire nails, 75 p.c.
Coopers' nails, 33-1-3 p.c.
Pressed spikes, 5/8 diameter,
per 100 lbs., \$3 base.

NAILS (HORSE SHOE). Per box.
Capewell.
No. 4, in 25-lb. box\$3 75
No. 5, in 25-lb. box 3 75
No. 6, in 25-lb. box 3 50
No. 7, in 25-lb. box 3 25
No. 8, in 25-lb. box 3 25
No. 9, 10, 11 and 12, in 25-lb. box 3 00
Less 10 and 5 per cent. off.

NAILS (HORSE).
M.R.M. cold forged process
list, 10th January, 1912.

Prices per
Size. Length. 25-lb. box.
No. 3, 1½-inch\$4 10
No. 4, 1¾-inch 3 75
No. 5, 1 15-16 3 50
No. 6, 2¼ 3 10
No. 7, 2 5-16 2 90
No. 8, 2¼ 2 75
No. 9, 2 11-16 2 60
No. 10, 2½ 2 50
No. 11, 3 1-16 2 45
No. 12, 3¾ 2 45

NETTING, POULTRY.
2 in. mesh, 19 w.g., 50-10-5%
off; 1½ in. mesh, 50-10-5% off.

**NET PRICES ON SMALL
SIZES POULTRY NETTING.**

½-in. x 22 ga. x 12-in., roll.\$3 00
½-in. x 22 ga. x 18-in., roll.4 30
½-in. x 22 ga. x 24-in., roll.5 65
½-in. x 22 ga. x 30-in., roll.6 90
½-in. x 22 ga. x 36-in., roll.8 20
1 in. x 20 ga. x 12-in., roll. 1 50
1 in. x 20 ga. x 18-in., roll. 2 10
1 in. x 20 ga. x 24-in., roll. 2 70
1 in. x 20 ga. x 30-in., roll. 3 25
1 in. x 20 ga. x 36-in., roll. 3 80
1 in. x 20 ga. x 48-in., roll.5 10
Poultry netting staples, 60 p.c.

OAKUM. Per 100 lbs.
Best (American) 9 50
U.S. Navy (American) 9 00
New hemp (English)..... 7 00
U.S. Navy (English)..... 6 50
Navy (English) 6 00
Best Navy 5 00
Plumbers (spun) ... 3 65 4 00

OIL.
Can. prime white
petrol 0 14½
Royalite 0 17 0 15
Palacine 0 21½ 0 17½
Castor Oil, per lb. 0 08¼ 0 08½
Black oil (Summer) 0 12½ 0 12
Black oil (Winter) 0 14½ 0 14
Cylinder Green ... 0 35 0 35
Paraffine 0 22 0 20
XXX Machine 0 25½ 0 21

OLD MATERIALS.
F.o.b. Toronto.
Tea lead, pack, 2½ to 3¼c lb.
Tea lead, chest, 2½ to 3¼c lb.
Lead (heavy pipe, etc.), 3 to 4c

Brass, heavy, 9 to 10c lb.
Brass, light, 6 to 7c lb.
Zinc, heavy, 2¼ to 4c lb.
Copper, heavy, 11 to 12c lb.
Rubbers, such as old rubber,
boots, and shoes, according to
trim, 5½c to 6c lb.; overshoes,
lumbermen's rubber boots, etc.,
5 to 6c lb.; auto tires, etc., 4 to
5c; bicycle tires, 2 to 3c.

PACKING (JUTE)
Per Coil Lots.
Fine, 30 ends to ¾ inch. 0 09¼
Heavy, 8 ends to 1 inch. 0 06¼

PAPER, ETC.
O.K. Paper, No. 1, per roll 0 95
O.K. Paper, No. 2, per roll 0 70
Per 400 ft. roll
Plain Fibre, No. 1..... 0 50
Plain Fibre, No. 2..... 0 35
Tarred Fibre, No. 1..... 0 62
Tarred Fibre, No. 2..... 0 43
Tarred Fibre, Cyclone, 25
lbs., roll 0 62
Dry Cyclone, 15 lbs., roll 0 50
Tarred Fibre, Good Luck
Brand, per roll 0 62
Dry Fibre, Good Luck
Brand, per roll 0 50
Per 100 lbs.

Oiled waterproof building
paper, 600 sq. ft. roll.... 1 05
400 sq. ft. roll 0 85
O.K. Brand corded sheathing 0 35
Sheathing (Surprise) 0 40
Blue R-S Sheathing 0 42
Dry fibre No. 1 0 50
Dry fibre No. 2 0 35
O.K. carpet felt 1 40
Per 100 lbs.

Heavy dry straw 1 80
Heavy tarred straw 1 80
Spruce sheathing 3 00
Carpet felt, 16 oz. 2 60
Carpet felt, 20 oz. 2 60
Resin sized Fibre, per roll. 0 43
Asbestos Bldg. 3 25
Heavy fibre, 32 ft. x 60 ft.,
per 100 lbs. 2 00
Liquid Roofing Cement,
bbls., per gallon 0 17
Liquid tins cement, 58. 0 19
Crude coal tar, per bbl. 4 50
Refined coal tar, per bbl. 5 00
Shingle Varnish, per bbl. 5 00
Caps, per lb. 0 05
Ralls, per lb. 0 17
Mop Cotton, per lb. 0 10
Tarred felt, Dominion, 7 oz. 2 10

PICKS (CLAY).
5 to 6 lbs., doz..... 3 75
7 lbs., doz. 4 00
7 to 8 lbs., doz. 4 75
8 lbs., doz. 5 00

PINS, COTTER.
Cotter pins, 90 p.c. discount.

PINS, CLOTHES.
Selected full count. Per case.
5 gross, 4-in. (loose).....\$0 80
5 gross, 4½-in. (loose)..... 0 90
5 gross, 5-in. (loose) 1 00
4 gross, 4-in. (12 pkgs. of
4 doz. each) 0 80
5 gross, 4 in. (24 pkgs. of
2 doz. each) 0 90
6 gross, 4 in. (12 pkgs. of
6 doz. each) 1 00

PIN (ESCUTCHEON).
Steel, discount, 50 per cent.
Brass, 50 per cent.

PIPE, STANDARD WROUGHT.
Butt weld.
Size Black Galvanized
¾ and ¾ inch. \$2 16 \$3 06
½ inch 3 64 3 57
¼ inch 2 64 3 57
1 inch 4 51 6 21
1¼ inches 6 10 8 40
1½ inches 7 29 10 04
2 inches 9 81 13 54
2½ inches 15 90 21 65
3 inches 20 66 28 31
3½ inches 24 84 34 04
4 inches 29 43 40 33

Lap weld.
2 inches 11 29 11 99
2½ inches 16 38 22 23
3 inches 21 42 29 07
3½ inches 25 76 34 96
4 inches 30 52 41 42
4½ inches 35 56 48 26
5 inches 41 44 56 24
6 inches 53 76 72 96
7 inches 79 97 105 90
8"x25 lbs. per ft. 83 75 111 30
8"x28 lbs. " 96 48 129 40
9 inches 115 60 153 50

10"x32 lbs, per ft.107 20 142 40
10"x40 lbs. " 138 00 183 30
12 inches174 90

These prices are for small
quantities only. Discounts in
proportion to size of order will
be allowed.

PIPE (LEAD).
Lead pipe, 7½c, 5% off.
Lead waste pipe, 9c; 5% off.
Traps and bends, 40% off.

PIPE (SOIL).
Medium and extra heavy pipe
up to 6-inch, 65% and 10 off.
7 and 8-in., 45% off.

PIPE (CONDUCTOR).
2 inch, in 10-ft. lengths.... 3 45
3 inch, in 10-ft. lengths.... 4 20
4 inch, in 10-ft. lengths.... 5 53
5 inch, in 10-ft. lengths.... 7 60
6 inch, in 10-ft. lengths.... 9 25

PITCH.
Fine, per bbl. 4 50

PLANES.
Wood bench, Can., 15 per cent.
Wood, fancy, 30 to 35 per cent.
Prices, Pliers and Nippers.
Button's, genuine, 37½ to 40
per cent.

PLATES (BOILER).
Montreal Toronto
Plates, 1¼ to ½ inch,
per 100 lbs. 2 40 2 50
Heads, per 100 lbs. 2 65 2 75
Tank plates, 3-16 inch 2 70 2 80

PLUGS (METAL).
Painted wall plugs, per
1,000\$20 00
Galv. wall plugs, per 1,000 23 00

POLISH. Doz.
O-Cedar, 4 oz. bottles \$2 00
O-Cedar, 12-oz. bottles ... 4 00
O-Cedar, 1-qt. can 10 00
O-Cedar, ½-gal. cans 16 00
O-Cedar, 1-gal. cans 24 00
Liquid veneer, 4-oz. 2 00
Liquid veneer, 12-ozs. 4 00
Liquid veneer, quarts 8 40
Tandem metal polish paste. 6 60
Axoline brass cleaner, 100
in pkg. 6 50

RAZORS. R Per doz.
Boker's King Cutter
Henckel's 7 50 20 00
Gillette Safety, each 3 75
Star Safety Razor, 33½ per cent.
Edelweiss
Ever-Ready, doz. 9 00
Ern Razors 6 00 to 18 00
Ern Junior Razor 14 50

REELS, HOSE.
Plain wood, each 0 75
Plain wood, with drum, ea. 0 95
Metal 1 40

RIVETS AND BURRS.
Iron rivets, blacked and tinned,
75%.
Iron burrs, 75 per cent.
Copper rivets, usual proportion
of burrs, 35 and 12½; burrs, 30
and 12½ per cent.
Extras on Coppered Rivets, ¼-
lb. packages, 1c per lb.; ¾-lb.
pkgs., 2c lb.
Coppered Rivets, net extras,
2½c per lb.

ROOFING.
Tarred felt (7 oz.)\$2 10
Tarred felt (10 oz.) 2 10
Tarred felt (16 oz.) 2 16

Per roll
2 ply R.R. 0 75
3 ply R.R. 0 95
2 ply R.R., complete in roll 1 15
3 ply R.R., complete in roll 1 35
Samson 1-ply, roll 1 45
Samson 2-ply, roll 1 90
Samson 3-ply, roll 2 30
Amatite roofing, per sq. 2 70
Ready 2-ply. Shield, per roll 0 75
Ready 3-ply. Shield, per roll 0 95
Tarred 210 roofing felt.
Tarred roofing felt, cwt. ... 2 10

ROPE. Lb.
Pure Manila basis 14
British Manila basis 11
African hemp basis 11
Sisal basis 9½
Double lath yarn basis.... 9½
Single lath yarn basis 8½

Russian deep sea line basis 20
Russian tarred ratline basis 17
Russian tarred bolt rope
basis 18
Jute rope basis 12½
Italian rope basis 24
Basis (¾" dia. and larger).
Cotton rope, 3-16 and larger 21
Sisal Clothes Line.

3-ply, 30 ft. 0 45
3-ply, 40 ft. 0 60
3-ply, 48 ft. 0 72
3-ply, 60 ft. 0 90
3-ply, 72 ft. 1 08
3-ply, 100 ft. 1 50
6-ply, 40 ft. 0 95
6-ply, 48 ft. 1 15
6-ply, 60 ft. 1 45
6-ply, 72 ft. 1 75
6-ply, 100 ft. 2 40

RULES, BOXWOOD.
.. Rabone's. Per doz.

No. 1375—2 ft.(51).. 1 80
No. 1101—2 ft.(52).. 3 90
No. 1167—2 ft.(7).. 3 60
No. 1106—2 ft.(53½).. 4 10
No. 1375—3 ft.(66½).. 2 50
No. 1112—3 ft., hf. bound 6 00
No. 1190—With level 8 85
No. 1493—Brass blacks'hs 1 70
No. 1494—Brass blacks'hs 2 20

SAWS.
Atkins Hand and Crescent, 25 p.c.
Disston's Hand, net prices, new
list.

Simonds' Hand, 15 per cent.
Shurly & Dietrich, 35 per cent.
Spear & Jackson, 40 per cent.

SCALES.
Gurney Standard, 30 per cent.;
Champion, 50 per cent.
Burrow, Stewart & Milne —
Imperial Standard, 30 per cent.;
Champion E. B. Scales, 35 per
cent.

Fairbanks Standard, 30; Do-
minion, 50; Richelleu, 50.

Net Prices.
Champion, 4 lb., \$2.50 plus 30c
for stamping; 10 lb. \$3.75 plus
50c for stamping; 240 lb., \$5.50
plus 50c for stamping; 600 lb.,
platform, \$14 plus \$1 for stamp-
ing; 1,200 lb., platform, \$16.50
plus \$1 for stamping; 2,000 lbs.,
platform, \$22 plus \$1 for stamp-
ing; 2,000 lb. drop lever, \$26 plus
\$1 for stamping.

SAP SPOUTS. Per 1,000
Bronzed cast iron with
hooks 6 00
Eureka, tinned steel, hooks 8 00

SCOOPS (FURNACE). Doz.
D. Handle \$3 25
L. Handle 3 25

SCREWS (MACHINE).
Flat head, iron and brass, 35
per cent. Fillister head, iron,
30; brass, 25 per cent.

SCREWS. Per cent.
Wood, F. H., bright, 85, 10, 7½,
10, 5 per cent.
Wood, R.H., bright, 80, 10, 7½,
10, 5 per cent.

O.H., bright, 80, 10, 7½, 10 p.c.
5 per cent. off list.
Wood F.H., brass. 75 10 7½ 10
Wood, R.H., brass. 70 10 7½ 10
Wood, F.H., bronze. 70 10 5 10
Wood, R.H., bronze 65 10 5 10
Drive screws 65 10 5 10
Set case hardened 60 10
Square cap 50 and 05
Hexagon cap 45
Bench, wood, per doz.....\$5 00
Bench, iron, per doz. 4 25

SCYTHES.
Cast steel, doz.\$6 50
Clipper, doz. 7 50
Guaranteed, doz. 9 00
Brush, doz. 7 50

SCYTHE SNATHS.
No. 1, per doz.\$8 40
No. 2, per doz. 7 70
No. 3, per doz. 7 35
Brush, per doz. 8 40
No. 20, per doz 8 75

STONES.
Western Red End (3 doz.
to box), per box 0 85
Diamond, per box 1 00
Ouinebog, per box 1 50
English, round (25 to box),
per box 2 00
Emery, per doz. 0 85
Carborundum, per doz. ... 2 25

MADE IN CANADA

The Best Wall Finish will not Rub off or Peel. Every
Package Guaranteed to give Satisfaction.

MURESCO

Manufactured by

Benjamin Moore & Co., Limited, 4 Lloyd St., West Toronto, Canada

**RED
S
BRAND
WINDOW
GLASS**



**GLASS
BENDERS
TO
THE
TRADE**

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

PURE LINSEED OILS



If your Job-
ber does not
handle them
write direct
to our near-
est mill.



JUST SHOW OUR CATALOGUE

It will make **MONEY** for you.

IT IS NO TROUBLE TO EFFECT OUR GOODS.

WE DO ALL THE DIFFICULT WORK FOR YOU.

Mantels; Electric, Coal, Gas Grates; Portable Baskets, Gas Logs,
Fenders and Fire Sets. Tiles and Tile Work in all its Branches.

WRITE TO-DAY FOR CATALOGUE AND PRICES.

THE BARTON-NETTING CO., LIMITED

9-11 Pitt Street E., WINDSOR, Ont.

OUR MOTTO "QUALITY"

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	2 50	2 55
12 gauge	2 55	2 60
14 gauge	2 35	2 35
16 gauge	2 40	2 40
18-20 gauge	2 45	2 50
22-24 gauge	2 50	2 55
26 gauge	2 60	2 65
28 gauge	2 70	2 75

SHEETS.

Corrugated, galv., 10% off.	
22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Galvanized

	Queen's	Fleur-de-Lis	Gorbals
16-20 ..	3 80	3 45	3 80
22-24 ..	3 85	3 55	3 85
26 ..	4 10	3 90	4 10
28 ..	4 35	4 10	4 35

Colborne Crown—16-20 gauge, \$3.60; 22-24 gauge, \$3.65; 26 gauge, \$3.90; 28 gauge, \$4.15.

	Apollo Brand	Montreal	Toronto
14 gauge		2 95	
16 gauge		2 95	
18-20 gauge		3 10	
22-24 gauge		3 45	
26 gauge		3 70	
28 gauge		4 05	
10 1/4 oz.		4 25	

SHELLERS, CORN.

Black Hawk, doz.	18 00
Plymouth Rock, doz.	8 50

SHOVELS AND SPADES.

	1st	2nd	4th
Shovels	60	55	2 1/2
Socket sc'ps. 50 and 5 ..		45	5
Rivet scoops 50			
Drain. tools 60 60 ..			
Scoops	50	5	45
Hollow backs			
and sand. 60			45
Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.			

Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SIFTERS, ASH.

Wood Sifters, doz.	\$ 1 50
Rocker, No. 1, each	3 60
Rocker, No. 3, each	2 50
Banner, each	1 70

SINKS.

Cast iron, 16x24, \$1.10; 18x30, \$1.50; 20x36, \$2.25.

Flat rim enameled sinks, 16x24, \$3.50; 18x30, \$4; 18x36, \$5.15.

SLIDING SHOES.

Onward Sliding Shoes, 40%.

SNAPS.

Harness, 25%.

	Montreal	Toronto
Tinker's bar	0 25	
Wire solder, lb.	0 28	0 25
Bar half-and-half. 0 26 ..		0 20

SOLDERING IRONS.

Base, per lb., 28 cents.

	Acme	Commercial	Easy	Star Extra	Strictly standard wiping
SOLDER WIPING.	0 17	0 18	0 18	0 20	0 22

SPELTER.

Foreign, per 100 lbs. 6 00 6 00

STAPLES.

Poultry netting, 100 lbs.	6 70
Red, 100 lbs. No. 14.	6 75
Blind, per lb.	6 12
Bright Fence, 100-lb. kegs.	2 55
Bright Fence, 25-lb. boxes.	2 80
Galv'd fence, 100-lb. kegs.	2 90
Galv'd fence, 25-lb. boxes	3 15
Cooper's staples, 45%	
Bright spear point. 75%	

SWEPEERS, CARPET.

Univ. japt., cyco bearing.	24 00
Univ. N.P., cyco bearing.	27 00
Grand Rapid, japt., ball-bearing	26 00
Grand Rapid, N.P., ball-bearing	29 00
Princess N.P., ball-bearing	30 00
Elite, ball-bearing	34 00
Am. Queen N.P., ball-bearing ..	32 00
Parlor	35 00

SWINGS.

Baby, 2-passenger, each.	\$2 75
Ontario, 2-passenger, each.	3 75
Ontario, 4-passenger, each.	4 25
Stratford, 4-passenger, each	5 50

Boyers Gliding Settees with

awning, each	8 50
Without awning, each	12 50

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; 1/4 weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, 82 1/2; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 9 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87 1/2; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES—Lufkins.

Ass skin, No. 713, 50 ft., doz. 2 55	
Ass skin, No. 714, 66 ft., doz. 3 40	
Linen, No. 404, 66 ft., ea.	1 10
Metallic, No. 603, 50 ft., ea.	1 40
Rival steel, No. 263, 50 ft., ea.	2 90
Rival steel, No. 266, 100 ft.	4 90
Reliable Jr., No. 103, 50 ft.	2 70
Rabone's.	
Tape Lines, linen, No. 2601	
x50, each	\$1 00
Metallic, No. 4011x50, ea.	1 35
Metallic, No. 4011x66, ea.	1 55
Steel, No. 2891x50, ea.	2 70
Steel, No. 4161x50, ea.	3 00
Steel, No. 4161x50, ea.	5 15

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10%.

TIES (METAL).

Galv. wall ties, per 1,000.	\$5 00
Painted wall ties, per 1,000.	5 00

TIES, COW.

McKinnon, 40% discount.

Greenings, 40% discount.

TIN.

Tin, per lb.34-36 35-37

TINNERS' TRIMMINGS.

Discount, 45%.

Plain, 70 and 5%.

Re-tinned, 72 and 5%.

TOOLS, HARVEST.

Samson, 47 1/2%; ord., 50%.

TRAPS (STEEL AND GAME).

Newhouse, 40%.

Hawley & Norton, 57 1/2%.

Victor, 70%.

Onelda Jump, 65%.

TRESTLES.

5 ft., each. \$1.50 14 ft., each. \$4.20

8 ft., each. 2.00 16 ft., each. 4.80

10 ft., each. 2.50 18 ft., each. 5.40

12 ft., each. 3.00 20 ft., each. 6.00

TROWELS.

Disston's, 10%.

TWINE (Binder).

650 ft., per lb. 0 13 1/2

600 ft., per lb. 0 11

550 ft., per lb. 0 09 1/2

500 ft., per lb. 0 09 1/4

5 ton lots, 1/4c per lb. allowance.

10 ton lots, 1/4c lb. allowance.

Delivered in 300-lb. lots and over.

Wrapping cotton

4-ply

3-ply

TUBES.

Boiler Tubes.

100 ft., 1 1/2 in. 10 45 9 75

100 ft., 2 in. 9 60 8 25

100 ft., 2 1/4 in. 10 25

100 ft., 2 1/2 in. 12 25 10 65

100 ft., 3 in. 13 30 11 00

100 ft., 3 1/2 in. 15 55 13 00

100 ft., 4 in. 19 80 16 75

TUBS.

Samson Galvanized.

No. 1, doz. net

No. 2, doz. net

No. 3, doz. net

Common Galvanized.

No. 1, doz. 6 83

No. 2, doz. 7 43

No. 3, doz. 8 48

WOODEN WASH TUBS.

	Per nest.
Nests of 3-0, 1 and 2.	\$2 38
Nests of 3-1, 2 and 3.	2 05
Nests of 4-0, 1, 2 and 3.	2 95
No. 0, per doz.	11 00
No. 1, per doz.	9 00
No. 2, per doz.	8 00
No. 3, per doz.	7 00

V**VALVES, ETC.**

Ground work, 55%.

Stand, compr. work, 60%.

High-grade compr. work, 50%.

Cushion work, 55%.

Fuller work, 65, 5%; No. 0, 70, 10%, and 1 and 2 basin cocks, 65, 5%.

Flatway stop and stop and waste cocks, 60, 10%; roundway, 60 and 5%.

J.M.T. Globe, Angle and Check Valves, 50%; Standard, 60%.

J.M.T. Radiator Valves, 55%; Standard, 60; patent quick opening valves, 70 and 10%.

W**WARE, COPPER AND NICKEL.**

Copper boilers, kettles, 40 and 5%.

Copper tea and coffee pots, 40 and 5%.

Copper pitts, 30 and 5%.

Foundry goods, hollow ware, 40 and 5%.

WARE, ENAMELED.

White war, 72 1/2 per cent.

London and Princess, 50 p.c.

Canada, Diamond, Premier, 50 and 10 per cent.

Pearl, Imperial and Colonial steel, 60 and 10 per cent.

Star decorated steel, 33 1/2 p.c.

Hollow ware, tinned steel, 40 per cent. off.

Enamelled street signs, 50 p.c.

WARE, TIN, PIECED.

Discount, 35 per cent.

10-qt. flaring sap buckets, 35 per cent.

6, 10 and 14-qt. flaring palls, 35 per cent.

Copper bottom tea kettles and boilers, 35 per cent.

Coal hods, 35 per cent.

Boiler and tea kettle pits, 30 and 5 per cent.

WARE, STAMPED.

Plain, 70 and 5.

Retinned, 70 and 5.

Tinners' trimmings, 70 and 5.

WASHERS, IRON.

Full box, 45 per cent. smaller.

Full box, 45 p.c.; smaller lots, 30 p.c.; assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c. lb.

WEATHERSTRIP.

Narrow wood and felt.1 1/4c ft.

Medium wood and felt.1 1/4c ft.

Wide wood and felt.2 1/4c ft.

All felt Frost King.\$4.40 doz.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2.00

Sectional, 1/2 lb., per 100 lbs. 2.25

Solid, 3 to 30 lbs., per 100.1.60

WEIGHTS.

Smarts, Horse, 3 1/2c lb.

WHEELBARROWS.

Navy steel wheel, doz.21 00

Garden steel wheel, doz.32 40

Light garden, per doz.22 80

Heavy garden, L-side33 00

Heavy farm. solid side33.00

WHIFFLETREES.

Tubular steel, 28 ins. 0 70

Tubular steel, 34 ins. 1 00

Tubular steel, 36 ins. 1 25

Tubular steel neckyokes, 36 inches

Tubular steel doubletrees, 40 inches

Tubular steel lumbers, 44 inches

WIPERS.

(See Paint Markets)

WIRE.

Brass wire, 50 and 5 per cent.

Copper wire, 50 and 2 1/4 per cent.

Annealed Cut Hay Baling Wire, No. 9, \$3.75; No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13 1/2, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE, CLOTHES LINE.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$3; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F.O.B. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL.

Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extra net. Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 30-34, \$6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in 1/2-lb. hanks, 28c; in 1/4-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

No. 13, \$2.20; No. 14, \$2.40; No. 15, \$2.50 f.o.b. Montreal, Toronto, Hamilton and London.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, \$2.20 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra. No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, \$1.25, bright soft drawn 15c, charcoal (extra quality), \$1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in 1/2-lb. hanks, 75c; in 1/4-lb. hanks, \$1.

WIRE CLOTH.

Painted screen, in 100-ft. rolls, \$1.55 per 100 sq. ft.; in 50-ft. rolls, \$1.60 per 100 sq. ft.

Rustless screen, 7c. sq. ft.

Cut lengths, 8c sq. ft.

WIRE (FENCE).

	Per cwt.
Barb	2 35
No. 9, coil spring	2 25
No. 9, plain galvanized.	2 15
No. 12, plain galvanized.	2 30
No. 13, plain galvanized.	2 40
O. & A., No. 10.	2 36
O. & A., No. 11.	2 42
O. & A., No. 12.	2 50
F.O.B. Montreal, Toronto and London.	

WIRE ROPE.

Galvanized, 1st grade, 6 strands 24 wires, 3/4, \$5; 1 inch, \$16.80.

Black, 1st grade, 6 strands, 19 wires, 3/4, \$5; 1 inch, \$15.10. Per 100 feet. f.o.b. Toronto.

WIRE BALE TIES.

	Cwt.
Single Loop, No. 14	\$3 00
Single Loop, No. 15	3 15
Single Loop, No. 16	3 30

WRINGERS—Less 20 p.c.



For Outdoors

Or In

You can fill every paint requirement with the right RAMSAY finish.

And every RAMSAY product is *right*. The right formulæ, the right materials, the right price and the right value. You'll find it a pleasure to do business with a house that has grown up with the country and has 72 years of Canadian paint experience behind it.

Write us.

A. RAMSAY & SON CO.,

MONTREAL

ESTABLISHED 1842

Good Pumps with Good Profits

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted good through and through "Aremacdee" Brand.

Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps—for Force or Lift use—every size, style, kind, in our big catalogue.

Write

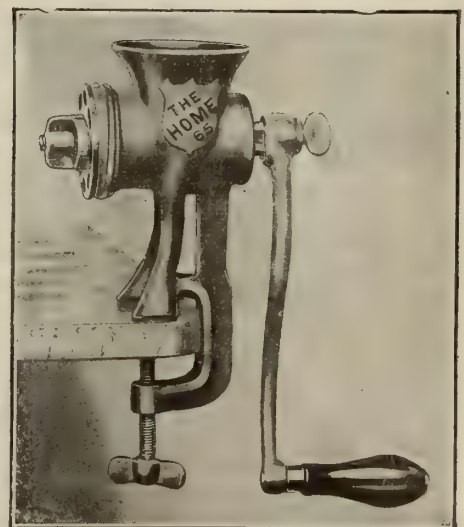
The
R. McDougall Co., LIMITED
GALT, CANADA



YOU WILL FIND THIS MAXWELL "HOME 65" FOOD CUTTER

one of the
best selling
lines you
ever hand-
led.

The "Home 65" is a new machine embodying all the latest principles. Made in the standard family size and much stronger than the ordinary type of machine. Cap fits close, rendering the machine quite watertight. The open-end cylinder makes it easy to clean. Supplied with different cutting plates.



MAXWELLS LIMITED
ST. MARYS, ONT.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, \$6.20 per 100 lbs.
5 lb. packages, \$6 per 100 lbs.

ALCOHOL.

5 gal. lots, per gal., \$1.

BEESEWAX.

Per lb., 40c.

BRONZING LIQUID.

Bronzing liquid, No. 1 ... \$1 75
Banana oil, gal. 4 00

BRUSHES.

Weighted, 15 lbs., doz. ... \$14 70
Weighted, 20 lbs., doz. ... 19 90

COATING.

Cement Coating \$2.55 3.00

COLORS (DRY).

Per lb.
Raw Umber, 100 lb. keg. ... 0 09
Burnt Umber, 100 lb. kegs. 0 09
Raw Sienna, 100 lb. kegs. 0 09
Burnt Sienna, 100 lb. k. ... 0 06
Imperial green, 100 lb. k. ... 0 12
Italian red, 100 lb. kegs. ... 0 05
Brunswick green, 100-lb. k. 0 06
Indian red, 100 lb. kegs. ... 0 10
Indian red, No. 1, 100 lb. k. 0 06
Vermilion, 100 lb. kegs. ... 0 20
Drop black pure dry ... 6 12
Golden ochre, 100 lb. kegs. 6 03½
White ochre, barrels ... 0 04
Yellow ochre, barrels ... 0 01½
Sulphur ochre, 100 lb. kegs. 0 02
Canadian red oxide, bbls. 0 02
Super magnetic red ... 0 02½

COLORS IN OIL.

Venetian red 1-lb. tins, pure ... 0 12
Chrome yellow, pure ... 0 23
Golden ochre, pure ... 0 14
French ochre, pure ... 0 12
Chrome green, pure ... 0 11
French permanent green, pure ... 0 15
Signwriters' black, pure ... 0 20
Marine black, 25-lb. irons 0 06

DRIERS.

Patent 25 lb. tins, 8c. lb.; patent 1 lb. tins, 11c lb.

ENAMELS.

Per gallon in quart tins.
M. L. Floorglaze (Imperial V. & C. Co.) 1 80
Alba-Gloss enamel 4 00
Anchor Floorlustre 1 80
Lowe Bros' Linduro 4 20
FILLER. Gal.
Luxeberry Enamel \$5 00
Screen Enamel B.B. 1 65
GLUE. Per lb.
French medal 0 14
German common sheet ... 0 10
German prima 0 17
White pigfoot 0 21
Perfection amber, ground, No. 1230 0 13
Ground glues at same prices.
XL 0 13
XL 0 11½
CL 0 12
C 0 11

GLASS.**(TORONTO QUOTATIONS.)**

Size United Inches. Star.
Under 26 \$4 25
26 to 40 4 65
41 to 50 5 10
51 to 60 5 35
61 to 70 5 75
71 to 80 6 25
81 to 85 7 00
86 to 90
91 to 95
96 to 100
Double Diamond.

Size United Inches.
Under 26 \$6 25
26 to 40 6 75
41 to 50 7 50
51 to 60 8 50
61 to 70 9 75
71 to 80 11 00

81 to 85 12 50
86 to 90 15 00
91 to 95 17 50
96 to 100 20 50
101 to 105 24 00
106 to 110 29 00

Discount on 16 oz. glass net; discount on double diamond, 5%; cut sizes, 33 1-3%.

MONTREAL QUOTATIONS.

Country Base Price.
United Inches. Star. Double Diamond.
25 in. \$3 75 \$5 45
40 in. 4 00 6 05
50 in. 4 50 6 90
60 in. 4 75 7 45
70 in. 5 05 8 20
80 in. 5 65 8 75
85 in. 6 15 9 60
90 in. 11 40
95 in. 12 50
100 in. 16 40
105 in. 16 40
110 in. 21 00

Montreal City prices 50c per case advance on Star and 80c per case on Double Diamond.

GLASS, PLATE.

Country discount, 35 and 5% off list, delivered.
City discount, 45 and 5% off.

LEAD.

(White Ground in Oil.)

Montreal Toronto
Elephant, Genuine ... \$8 75 \$8 90
"Anchor," pure 8 45 8 60
Green Seal 8 45 8 60
Brandram's B.B. Genuine 9 45 9 60
C.P. Co. decorat's pu. 8 65 8 86
Crown and Anchor, pure 8 65 8 80
Decoror's Pure (Wpg) ... 8 60
Moore's Erie White Lead 8 80
Painter's Perfect 8 10
Lowe Bros' White, H.S. 8 80
Ramsay's Pure Lead. 8 35 8 50
Ramsay's Exterior ... 8 15 8 30
Tiger Pure 8 65 8 85
"James Genuine" 8 80
Stephens' H. P. P. (Winnipeg) 8 70

Less than ton lots, 20c per cwt. higher.

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt. ... 8 00 6 38
Genuine, 100-pound kegs, per cwt. ... 8 25 6 75
No. 1 casks, per 100 lbs. 7 75 6 25
Less quantity 8 50

LEAD, ARSENATE OF.

1-lb. pkgs., 100 lb. lots. \$17 50
2 lb. pkgs., per 100 lbs. ... 15 00
5 lb. pkgs., per 100 lbs. ... 12 00
25 lb. pkgs., per 100 lbs. ... 11 00
100 lb. pkgs., per 100 lbs. ... 9 75
100 lb. kegs, per 100 lbs. ... 9 00
300 lb. pkgs., per 100 lbs. ... 9 50
600 lb. casks, per 100 lbs. ... 9 00

MURESCO.

Tints in 5 lb. packages, per 100 lbs., \$5.40.

OILS (LINSEED RAW).

Montreal Toronto
Single bbls. ... See weekly report
3 to 5 bbls. ... See weekly report
6 to 9 bbls. ... See weekly report

LINSEED, BOILED.

Single bbls. ... See weekly report
3 to 5 bbls. ... See weekly report
6 to 9 bbls. ... See weekly report

PAINTS (PREPARED).

Per gallon in qt. tins.
Sherwin-Williams paints, base 2 00
Canada Paint Co.'s pure. 2 00
Elephant and Prism 1 80
Benj. Moore Co.'s "Egyptian" Brand 1 45
Moore's house colors, per gallon 1 75
Brandram-Henderson's "English" 2 00
Fresco-Tone, in quarts. 1 80
Ramsay's paints, pure 1 80
Ramsay's paints, Thistle. 1 60
Martin-Senour, 100 p.c. pure 2 00
Senour's floor paints ... 1 80
Maple Leaf Paint (Imp. V. & C. Co.)
Jamieson's Crown and Anchor brand 1 60
Lowe Bros' High Standard Stephens' House Paint (Winnipeg) 1 90
Stephens' Floor Paint (Winnipeg) 1 75
Silkstone Wall Color. ... 2 00

PARIS, PLASTER.

Per bbl. 2 25

PARIS WHITE.

In bbls. 0 30

PIGMENTS.

Orange Mineral, casks. 0 08½
Orange Mineral, 100-lb. kegs 0 08¾

PRIMER.

Luxeberry Primer \$2 25

PASTE WOOD FILLER B.B.

Lb.
1 lb. cans \$0.18
2 lb. cans 0.18
5 lb. cans 0.17
10 lb. cans 0.16
25 lb. cans 0.12
100 lb. kegs 0.11
¼ barrels 0.10½
Barrels 0.10

PUTTY.

Standard Montreal Toronto
Bulk, in casks 2 30 2 50
Bulk, 100-lb. drums. 2 50 2 60
Bulk, 25-lb. drums. 2 60 2 70
Bladders, in bbls. 2 80 2 90
Pure Putty, 60c cwt. advance.

SHELLAC.

Gum, 32c lb.; finest orange, 42c lb.

TAR (PINE TAR).

Half pint tins, per doz. ... 0 60
Pint tins, per doz. 1 10

PAINT AND VARNISH REMOVER.

Taxite, 1 gal. cans 2 10
Curoff 2 10

TURPENTINE.

Montreal Toronto
5 gal. See weekly report
Pure, single bbls. ... See weekly report

SLATING.

Gal.
2 to 4 bbls. 0 60 0 64
Liquid Slating, B.B. \$3.00

STAINS.

Gal.
Oil & Spirit, Berry Bros. \$2.50
Water Stains, Berry Bros. 1 25
Berrycraft stain finish ... 3 00
Shingletint, 5 gal. cans ... 1 15

VARNISHES.

Per gal. cans
Liquid Granite \$3 00
Elastic Interior 3 00
Elastic Outside 6 00
Luxeberry, light 3 00
Luxeberry, white 5 00
Luxeberry, spar 4 50

Luxeberry, exterior 5 00
Dugloss finish 3 00
Carriage, No. 1 1 50
Excello 2 00
Mar-Not 2 70
Elastic Oak 1 50
Light oil finish 1 35
Gold sized japan 2 00
Baking black japan 1 35
No. 1 black japan 0 95
Crystal Damar 2 50
No. 1 Damar 2 25
Oilcloth 1 50
House painters' white jap. 1 05
Elastilite varnish 2 25
Copaline varnish 2 25
Granitine floor finish 2 25
Jamieson's floor enamel ... 1 75
Sherwin-Williams' KOPAL varnish 2 50
Canada Paint Co.'s SUN varnish 2 25
"Flint-Lac," coach 1 30
B. H. Ltd., "Gold Medal," cases 1 80
Dependon Lt. H. Oil Finish 1 55
Elastic Floor 2 30
Elastic exterior finish ... 4 25
Flatline floor finish 3 90
Stovepipe varnish, ¼ pts., gross 0 00
Pure white shellac varnish 2 00
Pure orange shellac varnish 1 90
No. 1 orange shellac varnish 1 75

WATER PAINTS.

Opalite, 300 lb. bbls. 0 07
Opalite, 100 lb. kegs. 0 07½
1 gal. package, per pkg. 0 45
½ gal. package, per pkg. 0 25

WASTE (POLISHING).

Cream 0 13
White 0 12

WASTE (WHITE).

VXX extra 0 11
X Grand 0 10½
XLCR 0 09½
X Empire 0 08½
X Press 0 07½

WASTE (COLORED).

Fancy 0 07½
Lion 0 07
Standard 0 06½
Popular 0 05½
Keen 0 05

WASTE (PACKING).

Arrow 0 15
Anchor 0 06
Anvil 0 07½
Axle 0 09

WASHED WIPERS.

Select white 0 06
Light colored 0 06½
Dark colored 0 05

WAX.

Per lb.
Johnson's Floor, natural. 0 38
Johnson's Floor, black. ... 0 38
Old English Floor Wax. ... 0 30
Cooke & Boulton's Floor Wax 0 38
Ronuk Floor Wax, lb. ... 0 38
Berry Bros. 0 45

WHITING.

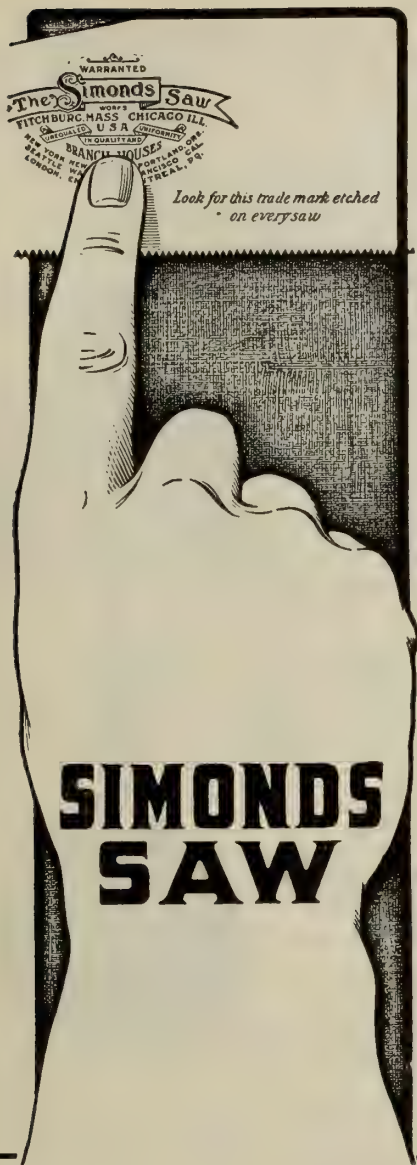
Plain, in bbls. 1 00
Gilders, bolted, in bbls. ... 1 20

ZINC (DRY).

Extra Red Seal, V.M.

ZINC IN OIL.

Pure, in 25-lb. irons 0 10
No. 1, in 25-lb. irons. ... 0 07
No. 2, in 25-lb. irons. ... 0 05½
Pure in Darmer Varnish. 0 19½



**SIMONDS
SAW**

The carpenter is now looking for the name "Simonds" and the Simonds trade-mark on the Hand Saw he buys. He is willing to pay \$2.50 or \$3.00 for a Simonds Hand Saw in preference to paying half that amount for a saw not only cheap in price but cheap in quality. Hardware Dealers throughout Canada can buy these saws either direct or through jobbers. It is essential for the best grade of stores to carry high-grade saws. You make no mistake when you stock the Simonds Saw. Send for catalog and best Dealers' discounts.

Simonds Canada Saw Co.

LIMITED

St. Remi St. and Acorn Ave.

Montreal, Que.

Vancouver, B.C.

St. John, N.B.

MAPLE LEAF PAINTS AND VARNISHES

MADE IN CANADA
TO
WEAR IN CANADA

Canadians are just as exacting in their requirements as any other nation. Their standards are as high; in many respects higher for manufactured goods.

They want results and satisfaction.

Take for instance in the manufacture of paints and varnishes, a formula which has been developed and perhaps worked successfully in an outside country may fall down flat when subjected to our severe Canadian climatic conditions.

For nearly twenty-five years we have been carefully noting the requirements of paints and varnishes in order that they may meet our peculiarly severe weather conditions. We have therefore shaped the manufacture of our M. L. Lines to meet these conditions. Getting results that satisfy under extraordinary conditions enables us to say that

MAPLE LEAF PAINTS AND VARNISHES

MAKE GOOD BECAUSE
THEY ARE MADE GOOD



Canadians in their patriotism can demand "Made in Canada" paints and varnishes with perfect assurance that they will get quality equal to and in many respects superior to imported lines when they buy MAPLE LEAF LINES. They are made to meet Canadian needs.

To Dealers: Now is the time to think of your 1915 Spring paint stock. Take advantage of demonstrating what a brand of Made-for-Canada line of paints and varnishes will accomplish in boosting your paint department.



THE IMPERIAL VARNISH & COLOR CO.
WINNIPEG TORONTO VANCOUVER
CANADA

Winnipeg Hardware Quotations

ANVILS.

Peter Wright, 80 lbs. and up, 11½¢ per lb.; clip horn, 12½¢.

AUGER BITS.

"Irwin" bits, 45 per cent.; common, 70 and 10 per cent.

AXES.

H. B., 1 lb., \$6.25 per doz.; 1½ lb., \$6.65; 2 lb., \$6.90; 2½ lb., \$7.50; 3 lb., \$7.75; 3½ lb., \$8.00; 4 lb., \$8.25; H. B. Handled Axes, 2 lb., \$8; 2½ lb., \$8.50; 3 lb., \$8.75; 3½ lb. and 4 lb., \$10; Black Prince Axes, unhandled, \$8.00; Black Prince axes, handled, \$10.25; Bench axes, 35%; Broad axes, 5 to 7½ lb., \$28 per doz.; 7½ to 9 lb., \$30.50.

BARS, CROW.

\$4 per 100 lbs.

BAR IRON.

Bar iron, \$2.50; Swedish iron, \$1.25; sleigh shoe steel, \$2.85; spring steel, \$3.40; machinery steel, \$3.75; tool steel, Black Diamond, 100 lbs., \$2.50.

BELTING.

Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting, 66 2-3% off the list.
No. 1, 66 2-3% off list.
Standard, 60 and 10% off list.
The "double" list is just twice the price of "single."

BELT LACING.

In sides, tanned, \$1 per lb.; cut, \$1.10 per lb.; rawhide, sides, 95¢; cut, \$1.05.

BLOCKS.

Steel, 50 per cent.; wood, 60 p. Steel, 50%; wood, 60%.
Wood, tackle, common, 60%.

BOLTS.

Carriage, ½ and smaller, 60%; 7-16 and larger, 50%; machine, ½ and under, 60%; 7-16 and over, 50%; machine set screws, 65%; plough bolts, 45%; nuts, small lots, 2¢ off; case lots, \$2.75 off; stove bolts, 7½%; sleigh shoe bolts to ½, 50%; 7-16 and up, 40%.

BUILDING PAPER.

No. 1 tarred, 57½¢ to 88¢ per roll, according to quality; plain 45¢ to 72¢; tarred, felt, 8 and 10 oz., \$2.60; 16 oz., \$2.85 per 100 lbs.

BUTTS.

Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.

Coil, 3-16 in., \$10.00; ¼, \$7.25; 5-16 \$5.85; ¾, \$5.00; 7-16, \$4.75; ½, \$4.50; 9-16, \$4.50; ¾, \$4.40; ¾, \$4.25. Logging, 5-16, 6¼¢; ¾, 5¼¢. Tie out, 70 and 10 per cent.

URNS.

Barrel, No. 0, \$5.13; No. 1, \$5.13; No. 2, \$5.70; No. 3, \$6.27; No. 4, \$4.71 each.

CLEAVISES, MALL.

7½¢ per lb.

COPIER.

Sheet and plannished copper, 34¢ per lb. Tinned, 27¢. Braziers' soft sopper, 10-24 fl., 26¢; 27½¢.

DRILLS.

Bit Stock, 60 per cent.; Blacksmith, ½ in., round shank, 55 p.c.

ENAMELWARE.

Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60%.

FERRULES AND RINGS.

30 per cent. off.

FILES.

American, 70 and 12½%.
Nicholson's, 65%.

FIXTURES.

Stall hollow bar, No. 3, \$1.

GALVANIZED WARE.

37½ per cent.

GASOLINE.

Painters' naphtha, bbls., 21¢ per gal.; \$3.45 per case.

GLASS, WINDOW.

	Single	Double
Up to 25 in.....	5 25	7 00
26 to 40	5 75	7 75
41 to 50	6 25	8 75
51 to 60	6 75	9 75
61 to 70	7 25	10 75
71 to 80	7 75	11 75

GLASS (Plate).

35% off f.o.b. Regina, Winnipeg, Calgary, and Edmonton.

LINDSTONES.

Per 100 lbs., \$1.75.
Mounted on steel frames, \$4.50

HINGES.

Light T and strap, 60%.
Corrugated strap, in bulk, 4, 5, 6, 8, 10 and 12, 80¢, \$1.08, \$1.40, \$2.25, \$2.25, \$3.40, and \$5.20.
Corrugated strap, 4, 5, 6, 8, 10, and 12, 80¢, \$1.08, \$1.40, \$2.25, \$3.40 and \$5.20.

HORSESHOES.

Iron, No. 0 to 1, \$4.90; No. 2 and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel, No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$6.50.

JACKSCREWS.

60 per cent. off list.

KNOBS.

Door, 307, \$1.20.

IRON BAND.

1½ in., \$2.85; 1¼, \$2.85; 1 in., \$2.95.

IRON, GALVANIZED.

	Apollo and "Queen's of Lds." Head.
10¼ oz. or 28 Eng.	4 75
28 Am or 26 Eng.	4 50
26 Am or 26 spec'l	4 25
24 Am. and Eng.	4 10
22 Am. and Eng.	4 10
18 & 20 Am. & Eng.	4 00
16 Am. and Eng.	3 85

IRONS, SAD.

Common Sad Irons, 8 lbs. and 6¢ per lb.; 4 lbs., 7½¢ per lb.
Mrs. Pott's No. 55, set..... 0 95
Mrs. Pott's No. 50, set..... 1 00
Asbestos Sad Irons.
No. 100, set 1 80
No. 70, set 1 65
Mrs. Pott's common sad iron handles, 85¢ a dozen. Mrs. Pott's improved, \$1.05 a dozen.

LANTERNS.

No. 2, plain 7 25
No. 20, X-ray 11 00
No. 22, Dash-board 9 75
Trullite short globe, doz..... 7 25

LEAD PIPE.

\$7.50 coil; less coil, \$8 cwt.

LEAD WASTE.

\$8 to \$5.50 per cwt.

LINSEED OIL.

Raw, per gal., 66¢; boiled, per gal., 69¢.

These prices are for barrels. Less amounts 5¢ per gal. extra, with additional charges for cans, etc.

LOCKS.

Peterboro and fittings, 45%.

MATTOCKS.

Pick, \$5.75; cutter, \$5.75.

NAILS.

Wire, f.o.b. Fort William, \$2.40 base; Winnipeg, \$2.80 base. Cut, f.o.b. Winnipeg, \$3.35.

NAILS, HORSE.

Capewell, 10 and 5 off list.

NETTING.

Poultry, 50%.

NUTS.

Square and hex., small lots, f.o.b. \$2 off; case, \$2.75 off.

OIL CANS.

	Tin	Gal.
1 gal., dome top...	\$2 10	\$3 04
1 gal., dome top...	2 55	3 42
2 gal., dome top...	3 97	4 55
3 gal., dome top...	5 10	7 35
5 gal., dome top...	6 34	8 25

OILS.

Silver Star oil, 18½¢ gal.; Royalite oil, 16¢ gal.; Palatine oil, 18½¢ gal.; Capital Cylinder, 56¢ gal.; Standard gas engine oil, 41¢; Polarine oil, 60¢ gal.; Prairie Harvester oil, 30½¢ gal.

DRY COLORS.

Yellow ochre, in bbl. lots, 2½¢; less than barrel lots, 3¢; golden ochre, barrels, 3½¢; less than barrels, 4½¢; Venetian red, barrel, \$2; less than barrels, \$3; American vermilion, 12¢; English vermilion, \$1 per lb.; Canadian metallic oxides, barrel lots, 3½¢; English purple oxide, in casks, 3½¢; less quantities, 4¢ per lb. Red lead, kgs, \$8.50. 9¢ lb. for less.

PARIS GREEN.

1 lb. pkgs., 21½¢. small lots and cases.

PICKS.

Clay, 6-7, \$4.50 per dozen.

PIPE, IRON.

¾ inch, \$3.50; ¾ inch, \$3.60; 1 inch, \$4.20; 1 inch, \$5; 1 inch, \$7.35; 1¼ inch, \$9.90; 1½ inch, \$12; 2 inch, \$16; 2½ inch, \$25.60; 3 inch, \$33.45.

IRON PIPE.

Black, ¾ inch, \$2.50; ¾ inch, \$2.60; 1 inch, \$3.20; 1 inch, \$3.75; 1 inch, \$5.50; 1¼ inch, \$7.45; 1½ inch, \$8.90; 2 inch, \$12; 2½ inch, \$19.25; 3 inch, \$25.15; 3½ inch, \$30.25; 4 inch, \$35.50; 4½ inch, \$42.35; 5 inch, \$49.75; 6 inch, \$64.40.

PLASTER.

Paris, per bbl., \$3.25.

PLATES, CANADA.

Half polish, 6-7 inch, \$3.50; 8 inch, \$3.75; full polish, 6-7 inch, \$4.50; 8 inch, \$4.75. Black sheets—28 gauge, \$3.60; 26, \$3.45; 24, \$3.35; 22, \$3.35; 18-20, \$3.35; 14-16, \$3.10; 10-12, \$3.15.

PLOW SHARES.10¢ per lb.

POINTS.

Landslide plow, 1½ x 14 in., \$1.75 per dozen.

PUTTY.

Casks, \$2.50 per 100 lbs., gross weight; bladders, in barrels, \$3.15; bladders, 100 lb. cases, \$3.40.

RASPS.

Helser's 70 and 5 per cent.; Helser's horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.

Iron rivets, 55 per cent.; copper, No. 8, 32¢; 10, 35¢; 12, 37¢; copper burrs, No. 8, 44¢; 10, 47¢; 12, 51¢; copper rivets and burrs, No. 8, 36¢; 10, 38¢; coppered, No. 8, 17¢; 10, 18¢.

ROPE.

Sisal, 10½¢ base; pure Manila, 15½¢ base; British Manila, 12¢ base; lath varn, 9½¢ base.

SAWS, BUCK.

Happy Medium and Watch Spring, \$4.25; Lance Tooth or Lightning blades, \$6.50; New Century, \$6.50; Maple Leaf, \$5.25; Prince Rupert, \$8.00.

SCALES.

Standard scale, 25 per cent. off; Union scale, 45 per cent. off. Both quotations f.o.b. Winnipeg.

SCREWS.

Bright iron round head 10 and 5 per cent.; flat head, 85 10 and 5 per cent.; round head, brass, 70, 10 and 5 per cent.; flat head, brass, 75, 10, 5 per cent.; coach, 60 per cent.

SCYTHES.

Brush, \$8.25.
Grass, \$7.25 to \$8.50.

SHOT.

Soft, \$9.25 per 100 lbs.; chilled, \$9.65; buckshot, \$10.05; ball, \$10.45.

SHEET ZINC.

Cask lots, 10½¢; small lots, 10¼¢.

SHOVELS AND SPADES.

Jones polished, \$8.10 per doz.; Fox & Olds, \$7.10 per doz.; Scoops, D-handled, "Black Cat," No. 3, \$7.70; No. 4, \$8.20; No. 5, \$8.50; No. 6, \$8.75; No. 8, \$9.25; No. 10, \$9.50.

SNATHS, SCYTHE.

Grass, No. 2, \$7.25; brush, No. 1, \$8.25.

SOLDER.

per pound, 25 to 26 cents.

SPIKES.

Pressed, ¼ in., \$4.50; 5-16, \$4.15; ¾, \$3.90; 7-16, \$3.80; ½, \$3.75; 5/8, \$3.75.

STAPLES.

Bright wire per cwt., \$2.50 at Fort William, \$2.90 Winnipeg; galvanized staples, \$3.15 Winnipeg.

STEEL.

Sleighshoe, \$2.85 base per cwt.; plow, common, \$4.50; crucible plow, \$5.50; angle, \$3.25; harrow, \$3.25 base; cast, octagon tool steel, 8½¢ base; square tool steel, 9¼¢ base; spring, \$3.40; machine, \$3.75 base; tire, \$3.00.

STEEL SQUARES.

40 per cent. off new list.

STOVE PIPE. Rivet. Paten'd

6 in., per 100 ft.... 9 00 9 05

7 in., per 100 ft.... 9 50 9 75

STOVE PIPE ELBOWS.

6 inch, per doz. 1 42

7 inch, per doz. 1 59

8 inch, per doz. 2 37

TACKS.

Carpet, 75-10 per cent. off list.

TIES.

Cow, 35 per cent.

TIN AND TIN PLATE.

Block tin, 35¢ per lb.

Per Box

20 x 28 I.C. 10 00

20 x 28 I.X. 12 00

20 x 28 I.X.X. 14 00

Terne Plates 10 00

TOOLS, HARVEST.

Ordinary, 50 per cent.

TURPENTINE.

Per gal., barrel lots, 75¢.

VARNISHES.

Per gal. cans
Carriage No. 1 1 75
Elastic Oak 1 90
Furniture No. 1 1 00
Gold size Japan 2 25
Turps, brown Japan 1 00
Crystal Damar 2 50
Oilcloth 2 25
Granite floor finish 2 25
Pure white shellac varnish 2 20
Pure orange shellac varnish 2 00
Luminette 2 00
Best wearing body 5 00
Best gearing varnish 4 00
Extra light hard oil 1 90

WASHERS.

Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHITETREE CLIPS AND RINGS, NECK YOKE CENTRES.

42½ per cent. off the list.

WHITE LEAD.

Decorators' pure white lead, \$8.40 per cwt.

WIRE, BARB.

Per Spool of 80 Rods f.o.b.
Lyman 4-point, Fort William \$1.90; Winnipeg, \$2.25; Glidden 2-point, Fort William, \$1.77; Winnipeg, \$2.10; Baker 2-point, Fort William, \$1.75; Winnipeg, \$2.07; Waukegan, Fort William, \$1.75; Winnipeg, \$2.07; Alberta 2-point, Fort William, \$1.70; Winnipeg, \$1.98; American special 2-point, Fort William, \$1.40; Winnipeg, \$1.65; plain twist, per 100 lbs., Fort William, \$2.15; Winnipeg, \$3.15; coil spring, No. 9, per 100 lbs., Fort William, \$2.15; Winnipeg, \$2.25; No. 12, Fort William, \$2.25; Winnipeg, \$2.65; plain galvanized wire, No. 9, Fort William, \$2.10; Winnipeg, \$2.50; No. 12, Fort William, \$2.20, Winnipeg, \$2.60.

WIRE CLOTH.

Patented screen, in 100 ft. rolls, \$1.60 per hundred sq. feet; in 50 ft. rolls, \$1.70 per 100 sq. feet.

WIRE, PLAIN.

\$2.90 base.
Bale ties, 14 gauge, single loop, \$3.65 Winnipeg, \$3.25 Fort William.

WIRE (STOVEPIPE).

18 and 19 gauge, 5½¢ per lb.

LET US DRAW YOUR ATTENTION TO THESE SEASONABLE GOODS



May We Suggest Profitable Trade-
Producers? Read Between the Lines.

AIR-O-LITE LAMPS

Embody Safety in a Gasoline Lamp. Three styles.

JUMBO C. B. LANTERNS

Will stand hard usage. Large Bowl. Japanned throughout.

CLARK HEATERS

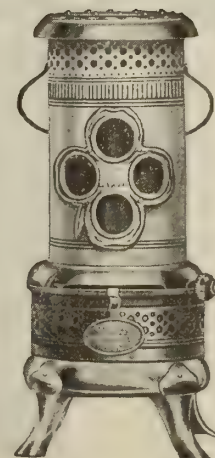
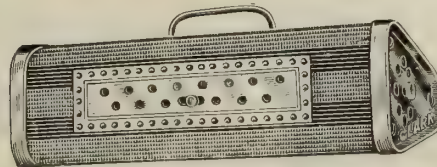
Produce warmth and comfort when driving in autos, sleighs, etc.

HORSE BLANKETS

Which are "built" for serviceability and warmth.

ELECTRIC OIL HEATERS

Radiate heat like a base-burner stove. No smoke or odor.



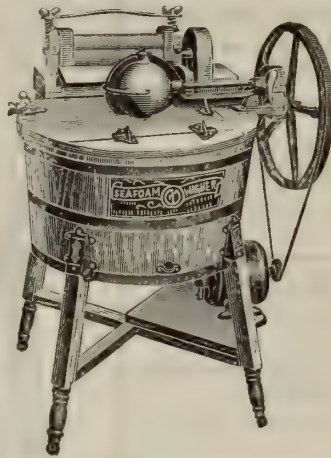
MILLER-MORSE HARDWARE CO. LIMITED

"THE BIG WINNIPEG HOUSE"

Washing and Wringing Clothes by ELECTRICITY with a Seafoam Electric Machine

appeals instantly to every woman and a demonstration is all that is needed to clinch a sale.

IT does ALL the work of washing and wringing. Does it Quickly and Perfectly with no other labor than filling and emptying the machine. The Wringer is permanently fixed to tub and runs in either direction. The SEA-FOAM is operated from an ordinary electric light socket. Washes and wrings at the same time or separately.



Write us for particulars.

Cummer-Dowswell Limited
Hamilton, Ontario

Wrought and Steel Plate WASHERS

OF ALL
DESCRIPTIONS

ROUND
AND
SQUARE

PLAIN
OR
GALVAN-
IZED



Annealed Rivet Burrs; Felloe
Plates. Sheared and Punched
Plates.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

The Connor Power or Electric Washer

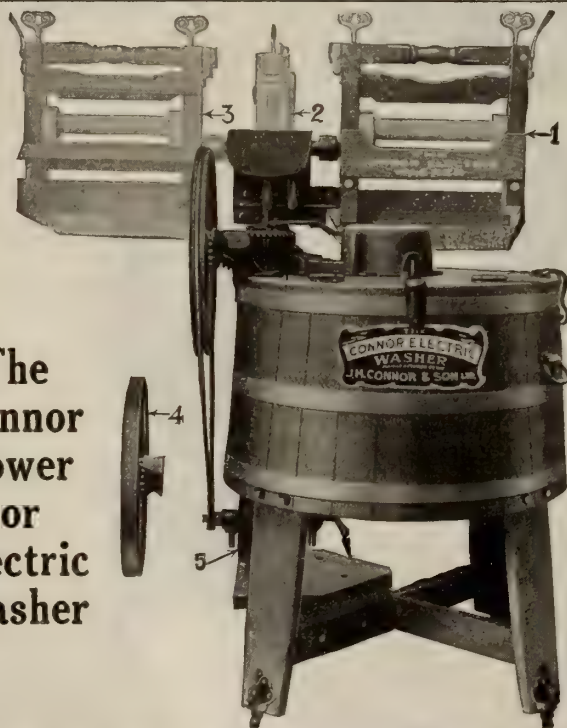


Fig. 1—Shows the wringer in position to wring clothes from washer to rinse tub.
Fig. 2—Shows wringer swung 45 degrees to wring clothes from rinse tub to bluing tub.
Fig. 3—Shows wringer swung 90 degrees to wring clothes from bluing tub to basket.
Fig. 4—Shows flat pulley to be used for gasoline engine drive.
Fig. 5—Shows electric motor adjusted underneath tub.

Write to-day for prices and agency.

Manufactured by
J. H. Connor & Son, Ltd. **Ottawa, Ont.**



High Quality TOOLS

that you'll find
very profitable

A complete assortment of
Beveled Edge Shank and
Socket Chisels, Pattern
Makers' Chisels and
Gouges, and Handled
Turning Tools.

Write for catalog and full
particulars.

Buck Brothers
Milbury, Mass., U.S.A.



SATISFIED CUSTOMERS QUICK TURNOVER

are the results in selling

STILL'S AXE and PICK HANDLES

Made of the Choicest Hickory and
Nicely Finished

WRITE FOR PRICES

J. H. Still Mfg. Co.,
LIMITED
ST. THOMAS, ONTARIO

FLY SCREEN WIRE CLOTH IN BLACK, BRONZE & GALVANIZED.

SAFETY FIRST

See That
THIS MARK
OF HIGH QUALITY
Is On Every
Roll

The Season for Fireplace Fix-
tures and Spark Guards is now
on. Have you a supply of
stock sizes?

Inquiries Solicited.

Canada Wire & Iron
Goods Co.
Hamilton, Ont.



"Made in Canada"

Brooms of Quality

to introduce our

CANADA LINE

Please note the following **SPECIAL PRICES**—
Sample order solicited:

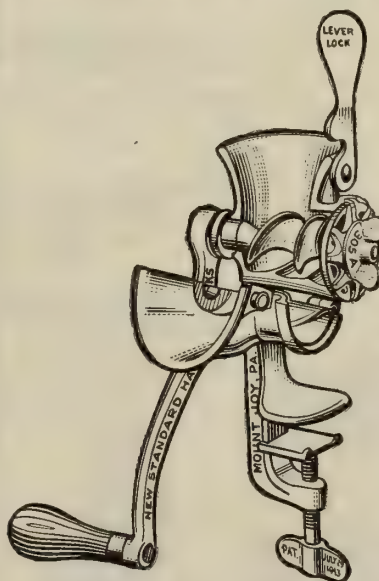
Fine Polished Colored Handles

No. 1 Canada, 5 String	- - \$4.50
No. 2 Canada, 4 String	- - \$4.00
No. 3 Canada, 4 String	- - \$3.75

6 Dozen lots and up delivered—Ontario

WALTER WOODS & CO.
Hamilton

THE NEW "STANDARD"



Sets a "New Standard"
in

**FOOD CHOPPER
EXCELLENCE**

SANITAIRE

By means of a Lever
Lock it opens wide like
a book and is instantly
cleaned.

Exclusive
"New Standard"
Features

Self-Cleaning
Shear-Cutting
Self-Sharpening
Chops Without
Mashing
Lasting Tin Finish
Positive Table Clamp
Easy to Operate
Easily Cleaned

Three Knives and Pulverizer with each Chopper

IT SELLS ON SIGHT

Price no higher than others.

A size for every purpose.

Write your jobber; if he cannot supply you, write us.

NEW STANDARD HARDWARE WORKS, INC.
MOUNT JOY, PA., U.S.A.

Hardware and Metal's Electro Service

At the request of many of our readers and in order to assist Canadian hardwaremen in such a manner as to make it easy for them to use illustrations of staple hardware lines in their newspaper, circular or catalogue advertising. Hardware and Metal's editorial department has instituted a new service, viz., the supplying of electros of staple hardware lines at a reasonable price. Many merchants claim that the electros they have on hand are of such large proportions and occupy such large space that their use is almost prohibitive on account of the cost of newspaper space. By using small electros of seasonable goods the merchants will be able to feature several lines in one advertisement at a very reasonable cost. Hardware and Metal will from time to time publish seasonable advertising suggestions in which electros here shown will be used. In ordering electros be sure and order by numbers. Price of electros shown on this page is 15c each. Cash with order. Address all orders to Hardware and Metal, 143-153 University Ave., Toronto, Ont. Series No. 1.



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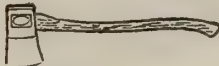
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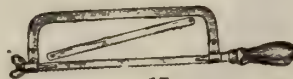
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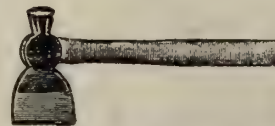
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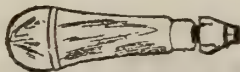
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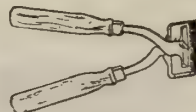
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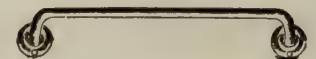
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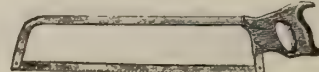
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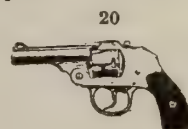
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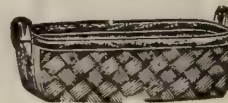
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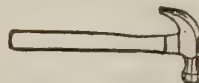
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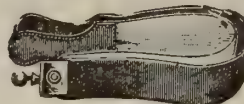
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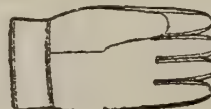
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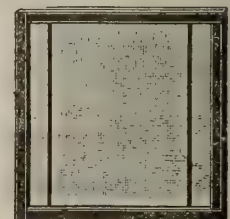
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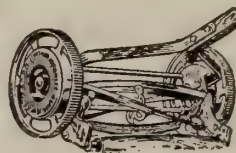
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HARDWARE AND METAL'S ELECTRO SERVICE



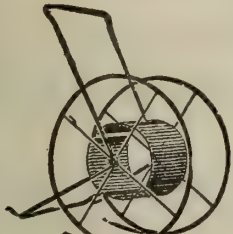
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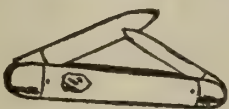
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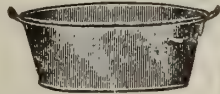
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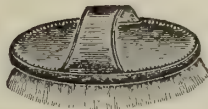
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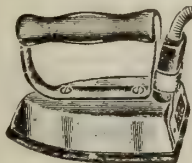
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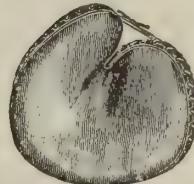
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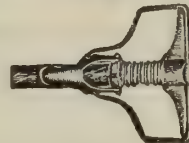
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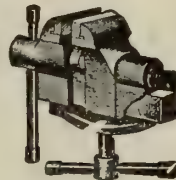
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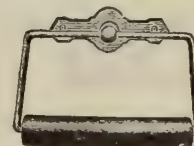
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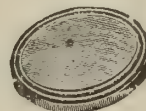
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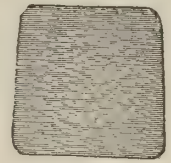
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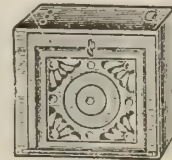
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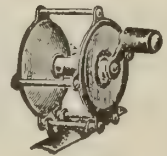
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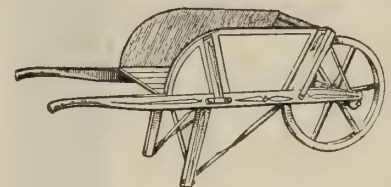
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Electros on this page will be supplied at 15 cents each. Cash with order. Be sure and order by number.

Address all orders for cuts to

Hardware and Metal, 143-153 University Ave., Toronto, Canada

You Cannot Say Too Much

to your customers
re Delta service
because it has
proved its pre-
eminence in the
file world time and
time again by
comparative tests.

The easy, clean,
fast cut and the
exceptionally long
life are the result
of the use of cru-
cible steel (we are
the only file manu-
facturers using
this material abso-
lutely in files from
3 to 24 inches)
and our long ex-
perience in tem-
pering, and cut-
ting of teeth.

A Delta File De-
partment means a
very successful
one — everywhere.

There are many
shapes and sizes
among which there
is one for every
demand.



If your jobber
cannot supply you,
write us.

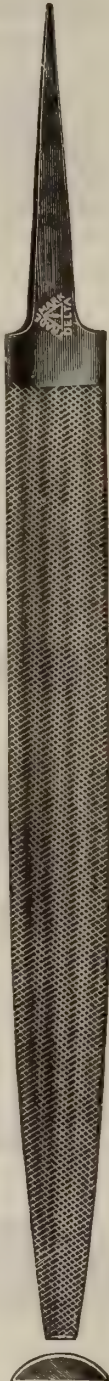
Look for our
trade-mark — it
gives you sound
protection.

DELTA FILE WORKS

PHILADELPHIA, PA.

CANADIAN AGENTS:

H. S. Howland, Sons & Co., Toronto;
Starke, Seybold, Montreal;
Wm. Stairs, Son & Morrow, Halifax;
Merrick-Anderson Co., Winnipeg



THE ONE PLIER BEYOND COMPETITION

LIST PRICE, 20c.

The CeeTeeCo is drop-forged of 60-carbon open-hearth steel, hardened and oil-tempered.

By a system of machine-finishing known only to ourselves, we are able to give them a rust-resisting nickel-plate and make this extremely low price.

We guarantee each CeeTeeCo Plier to give satisfaction, or we will refund the purchase price.

If you are a dealer, send for a FREE sample.

THE CRESCENT TOOL CO., Jamestown, N.Y.

THE CRESCENT TOOL CO., Jamestown, N.Y.

Gentlemen,—We are dealers and request a FREE sample CeeTeeCo Plier.

Name

Address

Name of Jobber.....

Stratford Ironing Boards

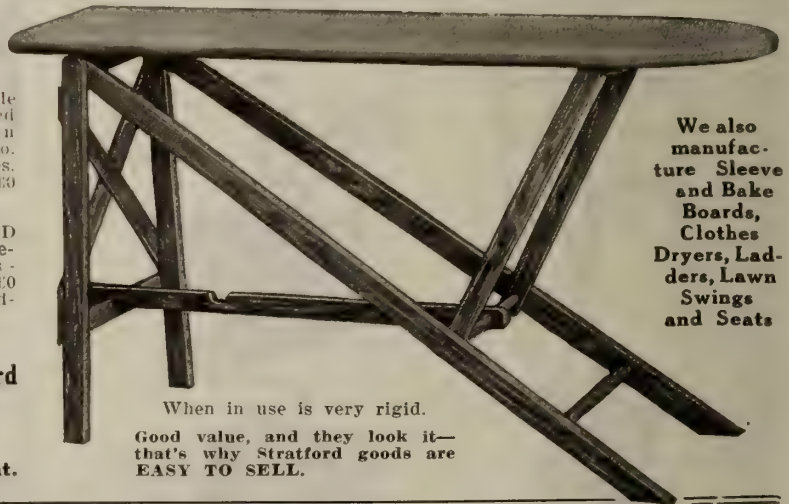
Made Plain, or with Stand as Illustrated

PLAIN — Made
from selected
Basswood in
two sizes: No.
2, 12x60 inches.
No. 3, 14x60
inches.

WITH STAND
—Top of se-
lected Bass-
wood 12 x 60
inches. Hard-
wood legs.

The Stratford
Mfg. Co.,
Limited

Stratford, Ont.



We also manufac-
ture Sleeve
and Bake
Boards,
Clothes
Dryers, Lad-
ders, Lawn
Swings
and Seats

When in use is very rigid.

Good value, and they look it—
that's why Stratford goods are
EASY TO SELL.

John Wanamaker says that advertising
doesn't jerk—it PULLS. He ought to
know, and yet some men think that
advertising should go against all rules
and precedents and jerk them to success
with one tremendous yank.

ROOFING

Of Quality

"BLACK CAT" "GOOD LUCK" } RUBBER
"McCOMB'S SPECIAL" } ROOFINGS

Write for Prices.

J.H. McComb
Limited
Montreal



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for Machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

CROWBARS



No. 102-A
CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

Eagle Mop Wringers and Bucket Combined



are known the world over—Janitors, Porters and all who have the care of floors will have no other.

Your jobber has them. If not, write us and we will supply you.

CAUTION—Dealers will take notice of infringements and imitators.

We Will Protect Our Patent Rights

The Eagle Woodenware Mfg. Co.

Sole Manufacturers and Owners of Patents
HAMILTON, OHIO

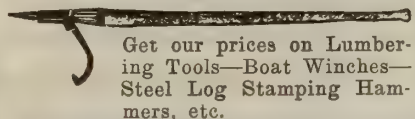
BOOKS FOR HARDWAREMEN

Every hardwareman can get valuable pointers and make his business a more profitable proposition if he will study the experiences of experts who have 'made good.' Our Technical Books for hardwaremen cover a wide range of subjects, among which may be mentioned Metal Working Books, Hardware Window Dressing, Store Business Methods, Paints and Painting, Salesmanship and Sales Plans and Advertising. We have also the very latest books on the plumbing and heating problems.

Technical Books, 143-153 University Ave., TORONTO

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

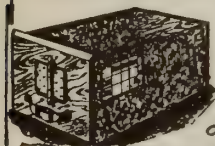


Get our prices on Lumbering Tools—Boat Winches—Steel Log Stamping Hammers, etc.

ARGALL BROS., - - General Ironworkers
Estb. 1860 Three Rivers, P.Q.



Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
**BENNETT STEEL
HARDWARE SHELF BOX**
Saves 20% Shelf Room
over wooden boxes
Write for Catalogue and Price List.
**CAMERON and CAMPBELL
Toronto**

100 Years of Peace

Between the United States and Canada
WALKER'S CORK SCREWS
have been sold in Canada for a quarter of that time, and more of them will be sold because they are all guaranteed not to bend or break in use.
All jobbers in Canada have them in stock. Insist on getting "Walkers." Our 1914 catalogue should be in every hardware store. Write us for it.
ERIE SPECIALTY COMPANY, Erie, Pa., U.S.A.



STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD..
HAMILTON, ONT.

BEAR BRAND LAMP BLACKS

A Germantown of quality
that gets big business
WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

The PARMENTER BULLOCH CO., Ltd. GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Fellow Plates.



Write for a catalogue of Feed Cookers, made in all sizes, James Bros. Foundry Co., Perth, Ont. Western Representative A. E. Hinds & Co., 420 Chamber of Commerce, Winnipeg, Man.

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

5½ Toronto Street, Toronto. 52 Canada Life Bldg., Montreal.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.
Edmonton, Alta.
Halifax, N.S.
London, Ont.
Ottawa, Ont.
St. John, N.B.

Vancouver, B.C.
Hamilton, Ont.
Montreal, Que.
Quebec, Que.
Toronto, Ont.
Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.

Thomas C. Irving, General Manager
TORONTO Western Canada



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in handsome Colors.

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T. Seymour Shear Co.

Selling Agents, **WIEBUSCH & HILGER, Ltd., New York**
A. MacFARLANE & CO. Montreal
Canadian Agents

BOLTS, RIVETS, WIRE & WIRE NAILS

Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

Malleable Iron Castings

for Carriage and Special
Castings of all Kinds

Manufactured by

P. KYLE

MERRICKVILLE, ONT.

A want ad. in this paper will
bring replies from all
parts of Canada.

Metallic Nickel SHOT, BLOCKS, INGOTS

ALSO

ELECTROLYTIC NICKEL

(99.80% PURE)

Prime Metal for the manufacture of Nickel Steel, German Silver, Anodes and all Alloy purposes.

THE INTERNATIONAL NICKEL COMPANY

43 Exchange Place NEW YORK

LONDON

HIGH GRADE

Never Varies
in Quality and Toughness

London Bar Iron is absolutely flawless and is uniform throughout, assuring the buyer intrinsic value for his money.

Our methods of production enable us to produce this high-grade Iron at the lowest prices. It will pay you to sell it—write us at once.

London Rolling Mill Co., Ltd.

LONDON

Sales Agents

CANADA

Manitoba, Bissett & Lucks, Ltd., Winnipeg.

British Columbia, MacPherson &

Teetzel, Vancouver

BAR IRON

NOVA SCOTIA STEEL & COAL CO., Limited, NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

DRIVE WELL POINTS



All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh. Also Tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps, Brass Wire Cloth, and Perforated Sheet Brass, Pump Leathers, Rod Couplings, Tank Lugs.

PROMPT SHIPMENTS

Otterville Manufacturing Co., Limited, Otterville, Ont.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

Agents: A. RAMSAY & SON COMPANY, Montreal.



Oakey's

The original and only
Genuine Preparation
for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

You can talk across the continent for two
cents per word with a WANT AD.
in this paper.

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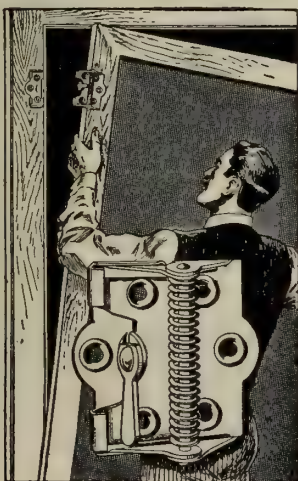
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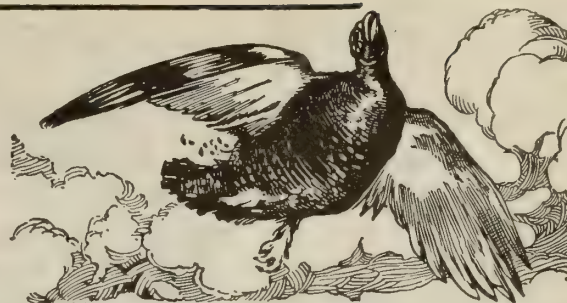
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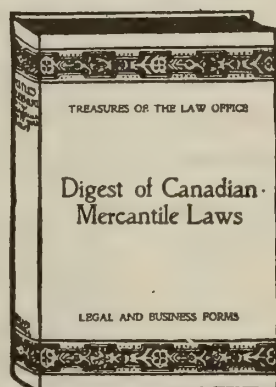
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If you endorse a cheque which bank cashes, are you liable to the bank for the amount, if the cheque were forged or raised?—173.

(The figures after each question refer to the section in the "Digest" which gives the answer.)

Can interest written "one per cent. per month" in a note be collected by "legal process"?—See sections 345, 185.

In going security on a note, what is the difference between writing your name on the face of the paper or on the back?—171.

Why is it that a verbal agreement to buy real estate with, say \$100 paid down "to bind the bargain," does not bind either seller or buyer?—451.

If a proposition is made to you by letter and you accept it by letter, do you know the exact time when the contract is closed?—39.

How many years does it take a promissory note, a book account, a judgment or a legacy to outlaw in your province?—356, 359, 360, 367.

How long may the drawee legally hold a draft for acceptance?—209.

If a man, in the presence of a witness, makes a verbal agreement to buy a wagon, say for \$53, but does not take possession of it, will the sale be binding?—500.

What effect has it on a will if only one person signs it as a witness?—815.

If the wife or husband of a legatee signs the will as a witness, what is the effect?—816.

"A," in paying off a mortgage, gave mortgagee a marked cheque on which was written: "This cheque is given and received as a full settlement and discharge of Mortgage No.——." Is that a legal discharge?—410.

If a person goes with his hired man to a merchant and says: "Give this man the goods he may need up to," say "\$15, and if he does not pay you," say, "within thirty days, I will," will the promise bind him?—110.

If stolen goods are sold to an innocent purchaser for value, can they be taken from him?—513.

How may a person legally add "& Co." to his name, or use any special name other than his own as a firm name, without having a partner?—694.

"B" claims that the Canadian Bills of Ex. Act allows him two days, in addition to the day of presentment, to accept a sight draft, and then three days of grace in which to pay it—six days in all. Is he right?—209, 217.

If you rent a property for a year, the rent payable monthly, and remain on after the year expires, are you a yearly or a monthly tenant?—580, 608.

Can you garnishee a debtor's money deposited in a bank if you know it is there?—885, 295.

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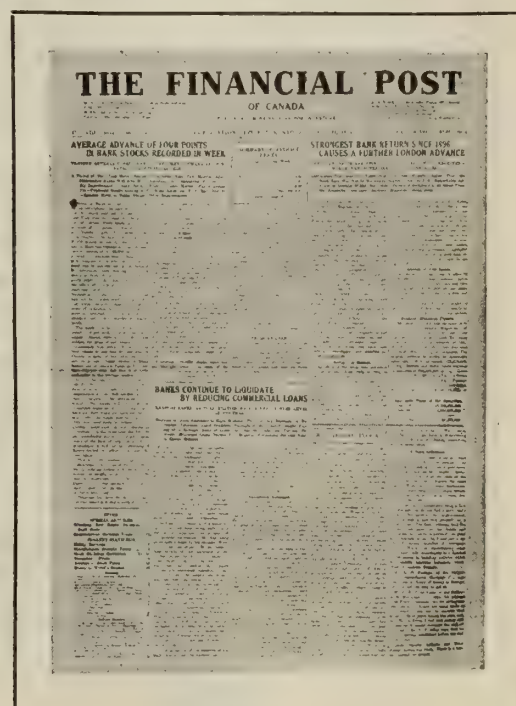
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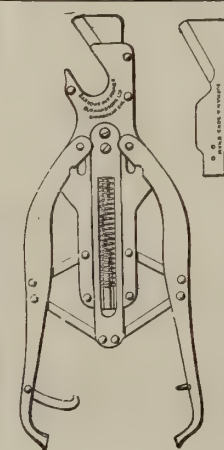
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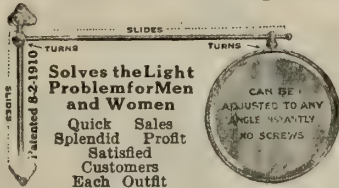


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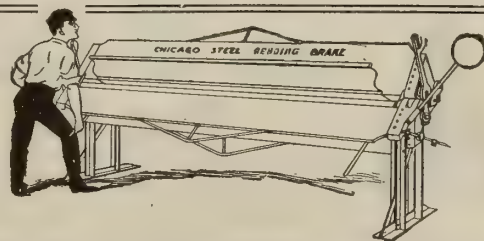
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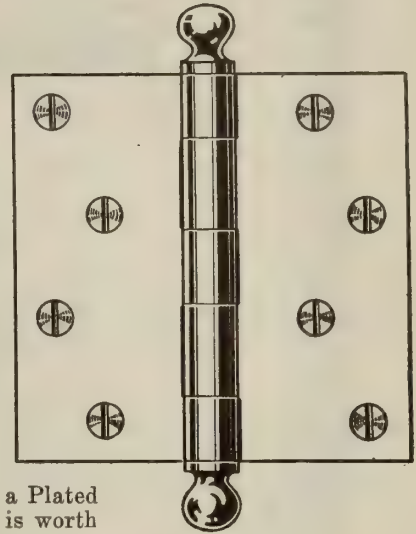


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That Trade-Mark

On the back of a STANLEY
No. 241 Butt Distinguishes
the Original No. 241 Butt sold in Canada and
elsewhere from inferior imitations.



The Stanley No. 241 is a Wrought Steel, Loose Pin Butt with a Plinished Surface and a Plated Finish. It sells for a little higher price, because it is worth more money. And it is worth more money, because it is better made in every respect. Let your own good judgment decide—that's enough. We can make prompt delivery in any quantity of all Stanley Products.

Failing to get Stanley No. 241 Butts from your jobber, we shall be pleased to quote prices direct.

See page 1 for Box Strapping advertisement.

THE STANLEY WORKS

A. Macfarlane & Co., Montreal. Canadian Representatives
Chicago NEW BRITAIN, CONN. New York

CLASSIFIED LISTS OF ADVERTISEMENTS

Stains, Shingle.

Berry Bros., Walkerville.
The Can. H. W. Johns-Manville Co.,
Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winni-
peg.

Stains, Wood.

Berry Bros., Walkerville.
G. F. Stephens & Co., Winnipeg.
A. Ramsay & Son Co., Montreal.
Winnipeg Paint & Glass Co., Winni-
peg.

Staples.

B. Greening Wire Co., Ltd., Hamil-
ton.
The Stanley Works, New Britain.
Steel Co. of Canada, Ltd., Hamilton.

Steel, Cold Rolled Strip.

The Stanley Works, New Britain,
Conn.

Steel Wire Hoops.

Dominion Iron and Steel Co., Ltd.,
Sydney.
Steel Co. of Canada, Ltd., Hamilton.

Stencils.

Hamilton Stamp & Stencil Co., Ham-
ilton, Ont.
McClary's, London, Ont.
The Steel Metal Products Co. of
Canada, Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.

Store Ladders.

F. E. Myers & Bro., Ashland, Ohio.

Stocks and Dies.

Butterfield & Co., Rock Island, Que.

Stoves, Furnaces.

Burrow, Stewart & Milne Co., Ham-
ilton.
Gurney Foundry Co., Toronto.
Findlay Bros., Carleton Place.
Thos. Davidson Mfg. Co., Montreal.
Kir-Ben, Ltd., Almonte.
McClary's, London, Ont.

Stoves, Gas.

Burrow, Stewart & Milne Co., Ham-
ilton.
Gurney Foundry Co., Toronto.
McClary Mfg. Co., London, Ont.

Taps.

Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.

Tacks.

Steel Co. of Canada, Ltd., Hamilton.

Tapes.

Can. H. W. Johns-Manville Co., Ltd.,
Toronto.
Jas. Chesterman & Co., Sheffield,
Eng.
Lufkin Rule Co., Windsor, Ont.
J. Rabone & Sons, Birmingham, Eng.

Technical Books.

MacLean Publishing Co., Toronto.

Tents and Awnings.

Scythas & Co., Toronto.

Threshing Tools.

Pratt & Whitney Co., Dundas, Ont.

Tiling, Wall and Floor.

Can. H. W. Johns-Manville Co., Ltd.,
Toronto.
The Barton-Netting Co., Ltd., Wind-
sor, Ont.

Tin Plate.

A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Mont-
real.

Tinware.

Hoods, Ltd., Birmingham, Eng.

Tools.

Hoods, Ltd., Birmingham, Eng.
Ruck Bros., Milbury, Mass.
The Charlin Stephens Co., Pine Mea-
dow, Conn.
The Goodell-Pratt Co., Greenfield,
Mass.
Millers Falls Co., New York.
Robt. Sorby & Sons, Sheffield.
Stanley Rule & Level Co., New
Britain.

Tools, Metal Workers.

Brown-Rogers Co., Hamilton.

Tool Grinders.

Richards-Wilcox Canadian Co., Lon-
don, Ont.

Torches.

Clayton & Lambert Mfg. Co., Detroit.

Tool Handles and Lumbering

Tools.

J. H. Still Mfg. Co., St. Thomas.

Vacuum Cleaners.

Northern Electric Co., Montreal.
Onward Mfg. Co., Berlin, Ont.

Varnishes; See Paints.

Berry Bros., Ltd., Walkerville, Ont.
Imperial Varnish and Color Co., To-
ronto.
Pratt & Lambert, Bridgeburg.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winni-
peg.

Ventilators.

Metallic Roofing Co., Toronto.

Wall Plaster.

The Canadian H. W. Johns-Manville
Co., Ltd., Toronto, Ont.

Wash Boards.

Wm. Cane & Sons Co., Newmarket.
Meakins & Sons, Hamilton.

Washing Machines, Etc.

J. H. Connor & Son, Ottawa, Ont.
Cummer-Dowse, Ltd., Hamilton.
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
Northern Electric Co., Montreal.

Wagon Jacks.

Richards-Wilcox Canadian Co., Lon-
don, Ont.

Washers.

Steel Co. of Canada, Ltd., Hamilton.
Wrought Washer Mfg. Co., Milwaukee.

Weeders.

C. S. Norcross & Sons, Bushnell, Ill.

Whips.

Hamilton Whip Co., Hamilton, Ont.

White Lead.

Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

Wholesale Hardware.

Thos. Birkett & Son, Ottawa.
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Miller, Morse Hdw. Co., Winnipeg.

Window Guards.

Canada Wire & Iron Goods Mfg. Co.,
Hamilton.

Wire Guards.

B. Greening Wire Co., Ltd., Hamil-
ton.

Wire Door Guards.

B. Greening Wire Co., Ltd., Hamil-
ton.

Wire, Iron, Steel, Brass and Copper.

Dominion Iron & Steel Co., Ltd.,
Sydney.
B. Greening Wire Co., Ltd., Hamil-
ton.
Henderson & Richardson, Montreal.
Laidlaw Bale Tie Co., Ham'ton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Wire.

Northern Bolt & Screw Co., Owen
Sound, Ont.
Northern Electric Co., Montreal.

Wire Mats.

Andrews Wire Works of Canada,
Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co.,
Hamilton.
B. Greening Wire Co., Ltd., Hamil-
ton.

Wire Goods, Bright.

Steel Co. of Canada, Ltd., Hamilton.

Wire Goods.

Andrews Wire Works, Watford, Ont.
Canada Wire & Iron Goods Mfg. Co.,
Hamilton.

Wire Products.

Andrew Wire Works, Watford, Ont.
Dominion Iron & Steel Co., Ltd.,
Sydney.

Wire Rope.

The B. Greening Wire Rope Co.,
Ltd., Hamilton.

Wire Springs.

The B. Greening Wire Rope Co.,
Ltd., Hamilton.
Henderson & Richardson, Montreal.

Wire Stretchers.

Richards-Wilcox Canadian Co., Lon-
don, Ont.

Wood Finishes.

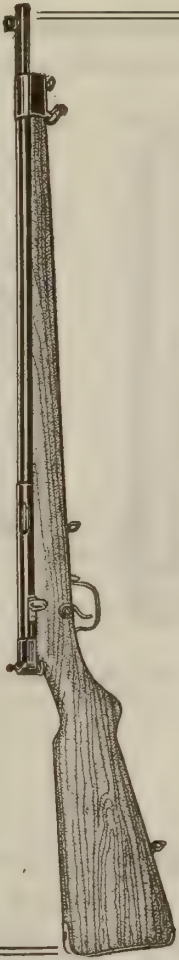
Berry Bros., Walkerville.
G. F. Stephens & Co., Winnipeg.

Woven Wire Fencing.

Dominion Iron & Steel Co., Ltd.,
Sydney.

Wrenches.

Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barnes Mfg. Co., St.
Catharines.



Sales of "Ross" Cadet Rifles Will Stimulate Your Trade

Cadet corps and clubs are forming everywhere and the Ross Cadet Rifle—.22 Calibre—is the arm officially recommended by the Canadian Government.

It is not merely good for drill but is a splendid gallery arm and affords opportunity for training in marksmanship on indoor ranges this winter.

Show them in your window.

WRITE FOR TRADE DISCOUNTS, Etc.

ROSS RIFLE CO. - Quebec, P. Q.

To Beat Mail Order Competition

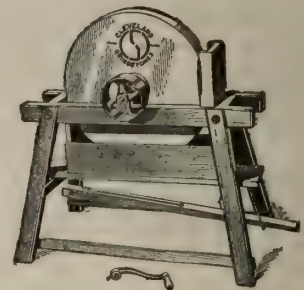
We have found out how, and we have put the secret in a booklet which we will be glad to send you. You can get the business that now goes out of town if you will act on the suggestions this booklet gives. Put in a hurry call for a copy—FREE—and start at once to get all the trade in your community. A mighty strong help in this business-getting will be

CLEVELAND Grindstone

Sold only to Hardware and Implement Dealers

Genuine Berea—the standard stone. Absolutely uniform in grit. Our expert graders, of 50 years' experience, select the right stones for your trade. Fair priced, to allow you a fair profit. Guaranteed to the limit. Quickly delivered to you by our nearby jobber.

THE CLEVELAND STONE CO. Leader-News Bldg., Cleveland, O.



Farmer's Special Stone



IMPORTERS AND DEALERS IN

Plate, Sheet, and all Kinds of Glass *for building purposes*

Manufacturers of Mirrors and Art Glass. Show Cases and Fixtures

Satisfaction and prompt service guaranteed

Excelsior Plate Glass Company, Limited

189-91 Queen St. E., TORONTO

CORRUGATED GALVANIZED IRON

Sheet Copper, Black Steel Sheets, Ready Roofing, Etc.

Ask us about Apollo Keystone Copper-Bearing Sheets.

We'll mail you our monthly stock list and full particulars upon receipt of a card.

The Roofers Supply Co., Limited

Toronto, Ont.

Importers, Jobbers and Manufacturers



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

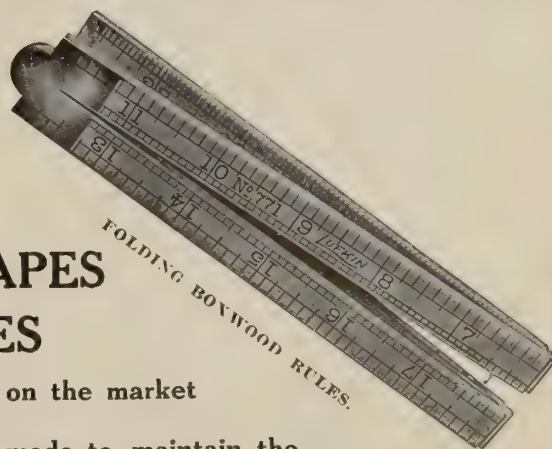
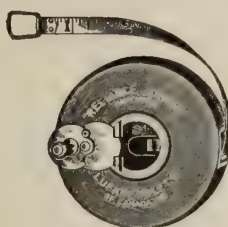
TORONTO

MONTREAL

WINNIPEG

CALGARY

VANCOUVER



MEASURING TAPES STEEL RULES

We make the most complete line on the market of goods of this kind.

Every one of our Tapes and Rules is made to maintain the reputation that the line has borne for years.

GOODS UNDER THE

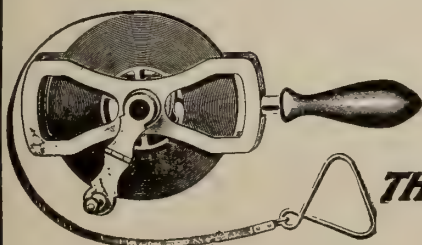
LUFKIN

TRADE-MARK

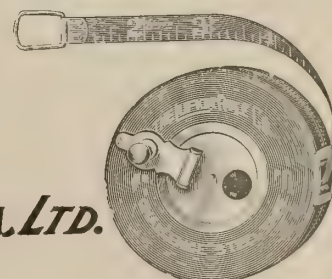
Need no introduction.

They have an established reputation.

They will sell well, for besides being Canadian made they are widely and favorably known by users.



THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



It is Our Policy

to make every one of our varnishes the best possible goods for the purpose for which the goods are to be used:—to put them up in attractive and durable packages and sell the same at a reasonable price.



Life Size Cutout free to every painter.
One of our pieces for the window.

We Sell to One Dealer in Each Locality

and then use every legitimate and judicious means to help our Kyanize agents get the varnish business in their locality.



Litho Steel Counter Display Cabinet.
Size 18 x 32.
One of the store pieces.

Kyanize

KY-AN-IZE

selling co-operation
is worth a lot to you

It will bring a lot of new customers to your store and insure you sales on other goods as well as varnishes.

**Our New Ten-Move Selling Plan
will get the business in your town**

Write for full particulars before you buy for Spring.

BOSTON VARNISH COMPANY
EVERETT STATION, BOSTON

Wholesale Distributors:

The J. H. ASHDOWN HARDWARE CO., Limited

Saskatoon

WINNIPEG

Calgary

STURGEONS LIMITED, 91 Church St., TORONTO

HARDWARE AND METAL

Established 1888

Published Every Saturday

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXVI.

Publication Office: Toronto, Canada

No. 46

November 14, 1914

"FROST" QUALITY

Will increase your fence sales, and bring to your store many first-class farmer customers who use nothing but Frost Fence, and who do their hardware business with the dealer that handles "Frost" Goods.

MADE IN CANADA

We own and operate our own Wire Mills. All the wire used in our products is drawn down to size from the raw material and is then galvanized in our own plant. You can be sure that we are careful to put into our fences only that wire which is made specially for fence use, because Frost Fence must always give that which is expected of it, viz., many years of extra service.

Hardware dealers handling Frost Fence get that class of customer who is particular in everything he buys and who thus prefers Frost Fence. It has proven itself. Prices are always kept uniform and the fence is sold just as reasonably as possible and still maintain the Frost standard of workmanship and serviceability. It is the only fence that has laterals and stays evenly spaced and locks or bindings which are really secure.

If you are not already handling Frost Fence and Frost Galvanized Gates you are missing an opportunity.

Write us for 1915 prices and terms.

FROST WIRE FENCE CO.

Limited

Hamilton

-

-

Ont.

Winnipeg

Man.



"FROST" FENCE FIRST

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts,	Plow Bolts,
Coach and	Track Bolts,
Lag Screws,	Square Nuts,
Tire Bolts,	Hexagon Nuts,
Machine Bolts,	Boiler Rivets,
Sleigh Shoe	Tinners'
Bolts,	Rivets, Etc.

TRADE



MARK

WROUGHT PIPE

Black and Galvanized, sizes $\frac{1}{8}$ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture
NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - MONTREAL



For the Boy at the Manual Training Bench

SCHOOL is open. In the manual training classes are hundreds of budding craftsmen and artisans who are being taught to appreciate the value of well kept tools and good sharpening stones. They will look to you to supply them with

Carborundum Sharpening Stones

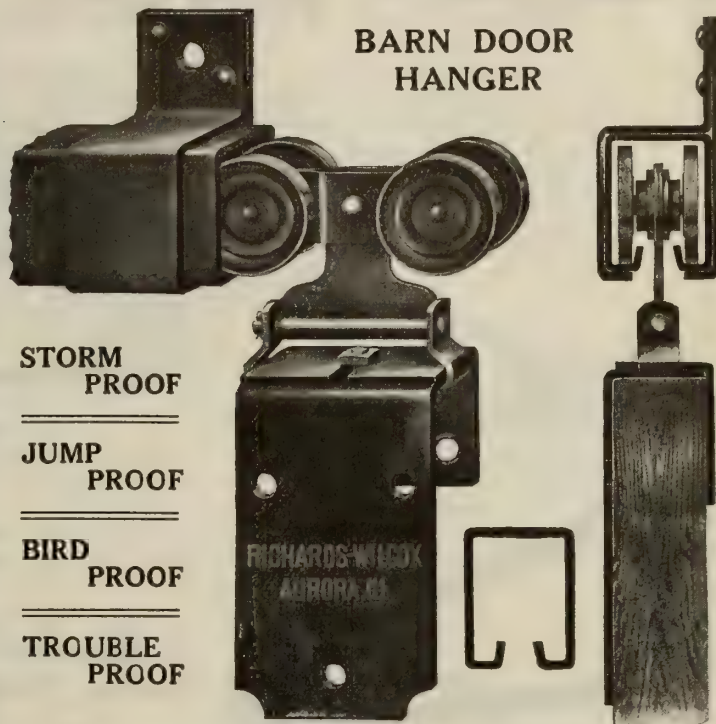
Because they want a sharpening stone that will cut clean and quick—that will make sharpening easy—stones that will not glaze. The Carborundum Manual Training Stone Set is what they want.

**The
Carborundum
Company**
Niagara Falls, N. Y.



CANADA'S VERY BEST

BARN DOOR HANGER



STORM
PROOF

JUMP
PROOF

BIRD
PROOF

TROUBLE
PROOF

Doors hung on the CHAMPION, No. 321, are hung right and will stay right.

Get the Genuine RICHARDS-WILCOX TROLLEYS.

RICHARDS-WILCOX CANADIAN COMPANY, LIMITED
London - Montreal

**If
You
Want
to
Handle**



WIRE NAILS

**OF SUPERIOR QUALITY
CONSULT US AT ONCE**

We are in a position to meet every requirement, as we have the latest machinery, which turns out perfect nails—these nails are guaranteed to be full weight. For baling purposes we recommend our Baling Wire and Bale-Ties as the best that can be secured on the market.

SEND US A TRIAL ORDER.

THE LAIDLAW BALE-TIE COMPANY, LIMITED
HAMILTON, ONTARIO

HARRY F. MOULDEN, Winnipeg, Man.
GEO. W. LAIDLAW, Vancouver, B. C.

PRIEST'S HORSE and TOILET CLIPPERS

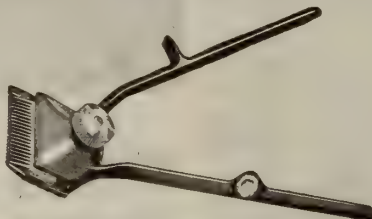
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clipper of the utmost lightness and refinement, not paralleled by any other American manufacturer.



STANDARD No. 0, No. 1, and No. 2.
Retailing at about \$2.50. High-class barber's clipper.



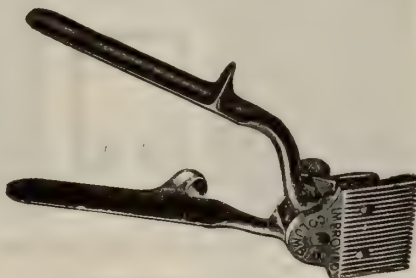
No. 00 SHAVER

A light and elegant Clipper for beard and neck trimming. Retailing at about \$2.25.



SPEED

Best low-priced Clipper made. Retailing at about \$1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about \$1.50.

If you are not familiar with these goods, send for samples and compare them with others.

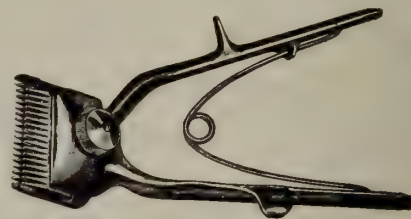
A. MacFarlane & Co.

Coristine Building, Montreal

Canadian Agents for

Wiebusch & Hilger, Ltd.

New York City



CADET

with visible spring, retailing at about \$1.00.



Northern Light

MAZDA LAMPS

— appeal to your customers from the standpoint of economy. Brighter light for less current.

Encourage this economy to promote bigger sales.

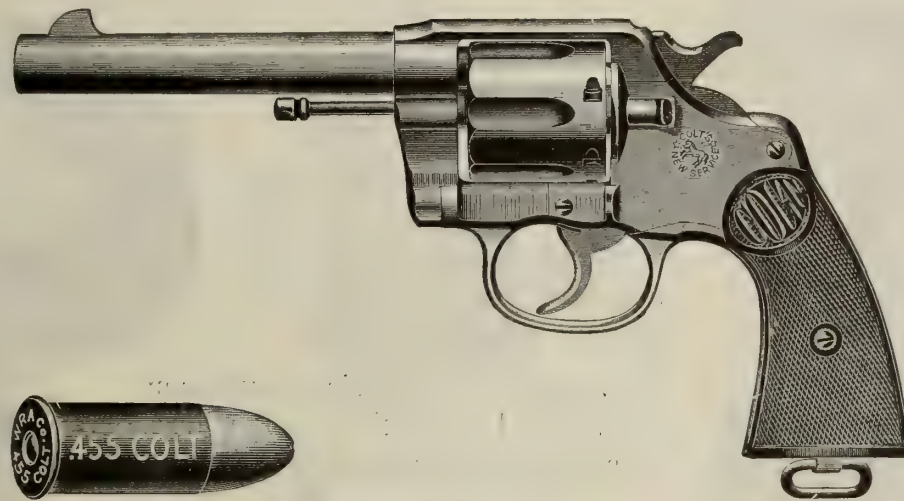
made
in Canada

Northern Electric Company
LIMITED

Montreal
Halifax
Toronto

Winnipeg
Regina
Calgary

Edmonton
Vancouver
Victoria



We have a stock of these,
also Holsters and extra
Magazines

Order at Once

LEWIS BROS., LIMITED, MONTREAL
WHOLESALE HARDWARE

Be Patriotic!!

Buy and use Goods

"MADE IN CANADA"

A Reputation is one thing, but to know you are buying a "good value" line is an assurance of a square deal to your customers.

If you are not a Morrison customer we would like to show you where it is to your advantage to be one.

Let us co-operate?

**The James Morrison Brass
Mfg. Co., Limited**

Engineers' and Plumbers' Supplies

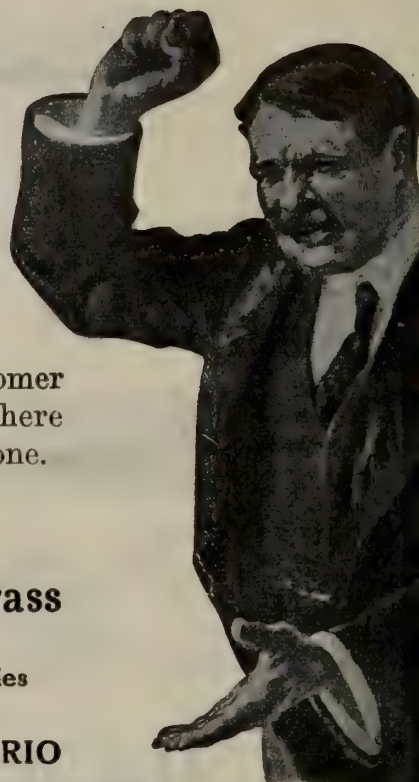
89-97 West Adelaide St.

TORONTO

ONTARIO



J. M. T. Globe Valve.



XMAS TRADE SUGGESTIONS



STAND LAMPS
CHAFING DISHES
WARMING PADS
TEA SAMOVARS
XMAS TREE LIGHTS
DELTA HAND
LAMPS
FLASH LIGHTS

PERCOLATORS
TOASTERS
HOT PLATES
DISC HEATERS
AIR HEATERS
RADIANT HEATERS
TELEGRAPH
OUTFITS

ANYTHING ELECTRICAL


WRITE FOR COMPLETE LITERATURE.

The Mainer Electric Company, Limited
WINNIPEG



Royal Tea Coffee Cocoa Pots

What Better Xmas Suggestion?

This  line has everything you could wish in a pleasing gift:

- highly nickeled finish on heavy copper base.
- dull finish ebonized handles.
- double-seamed bottoms and spouts.
- all joints soldered and tested for leaks.
- individually wrapped and packed in cardboard boxes.

Finally, the prices were never lower.

Shipments Made Promptly

THE SHEET METAL PRODUCTS CO. OF CANADA
MONTREAL TORONTO WINNIPEG LIMITED

Slippery Roads

Will bring you good business

IF YOU BOOST NEVERSLIP SHOES AND CALKS

Horse Shoeing the Neverslip way is rapidly replacing the old method.

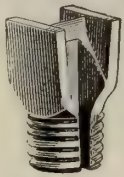
Neverslip Calks stay sharp a long time and when they wear out can be replaced with a complete set of new ones in 20 minutes.



It's easy to create a demand and make it consistently good because horse shoers and horse owners both recommend them as being the distinctly superior way of sharpening.

Neverslip goods save the user horses, time and money, and pay the dealer a good profit.

Put in a trial order, and let your horse shoers know that you can supply them.



Keystone



No. 1

Without Red Tips they are not Neverslips.

Our descriptive booklet T gives full information.
Drop a card for it now.

The Neverslip Manufacturing Co.

U.S. Factory: New Brunswick, N.J.

Canadian Factory and Office:

559 PIUS IX AVENUE, - MONTREAL



No. 4



No. 5

GENUINE

"PHILADELPHIA"

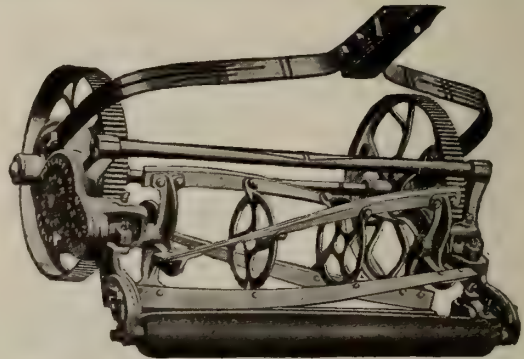
LAWN MOWERS

The first side-wheel mowers made. The highest grade. The standard of the world.

For 46 years the "PHILADELPHIA" Mowers have been on the market and have earned for themselves world-wide reputation as the best and highest grade mowers made.

18 styles hand and 6 styles horse mowers to select from. All have Vanadium Crucible Steel Knives, the only Mowers made of such high-grade material.

Illustrated catalogs and prices for 1915. We solicit a share of your patronage.



Style "S"—All Steel. The Original All-Steel Mower

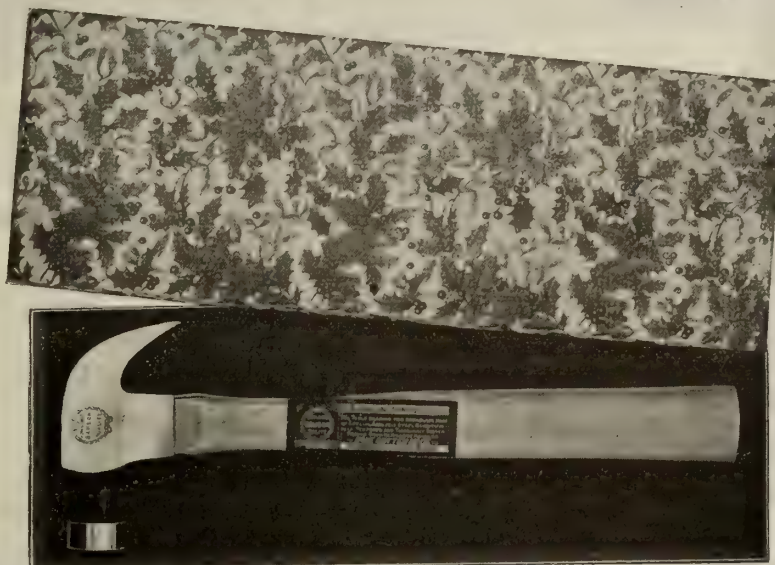
The Philadelphia Lawn Mower Company

Makers of BEST Goods only

31st and Chestnut Streets

Philadelphia, Pa., U. S. A.

FOR THE CHRISTMAS TRADE



SAMSON
HAMMERS and BENCH AXES
IN
INDIVIDUAL CHRISTMAS BOXES
WITHOUT EXTRA CHARGE



FULLY GUARANTEED

H. S. HOWLAND, SONS & CO.

LIMITED

WHOLESALE HARDWARE

WE SHIP PROMPTLY TORONTO OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST





HOW MANY GARAGES
IN YOUR LOCALITY
DID YOU SUPPLY
WITH DOOR HANGERS
???

THE "GREAT WEST"

IS YOUR BEST ARGUMENT—FOR THIS MOST
DESIRABLE PATRONAGE

THE LOGICAL HANGER FOR GARAGE DOORS

Manufactured in Canada by

CANADA STEEL GOODS COMPANY, LIMITED

Hamilton, Ontario

GREENING'S COW TIES

are the

Lightest, Strongest, and Best
Chains on the market.

Made in six styles and six sizes.

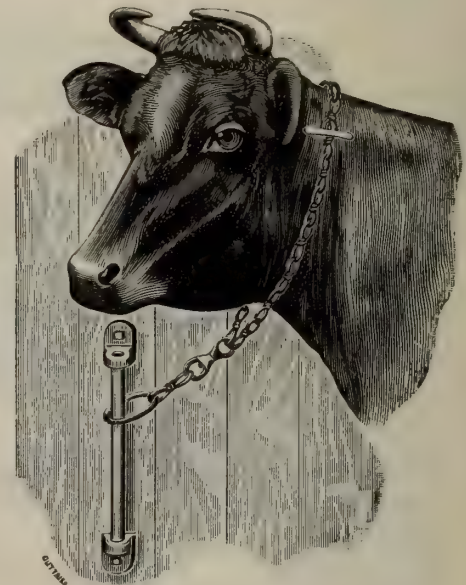
Also Halter, Dog, Kennel, Tie Out
and Trace Chains.


Manufactured by

The B. Greening Wire Co. Ltd.

Hamilton, Ont.

Montreal, Que.





The Steel Company of Canada, Limited
HAMILTON - CANADA

STEEL and IRON BARS

**Cold Twisted Bars for Concrete Reinforcing
Angles, Channels, Plow Beams**

We have the equipment to furnish Steel Products with all possible speed, and guarantee the quality of every piece that leaves our Mills.

Wire,
Wire Nails,
Tacks, Staples, Shot,
Wood and Machine Screws, Bolts,
Nuts, Rivets and Burrs, Spikes, Cable,
Horse Shoes and Horse-Shoe Nails, Wing Boot Calks,
Wire Hoops, Bright and Brass Wire Goods, "Tiger"
White Lead, "Invincible" Fencing, Corrugated Fasteners,
Railway Track Equipment, Strand Steel and Copper,
Putty, Jack Chain, Pole Line Hardware, Bale
Ties, Cotter Pins, Hinges, Wrought
Pipe and Nipples,
Lead Pipe.

Sales Offices:

HAMILTON
VICTORIA

MONTREAL
VANCOUVER

TORONTO
ST. JOHN

WINNIPEG
HALIFAX

One of Many Features



that
Make
Quick
Sales
Sure

NOTE the instantly changeable speed shift, operated by the knurled ring shown in the illustration. This is a REAL convenience. On the crank-handle, within easy reach, is a simple, effective ratchet—indispensable when working in cramped corners or on a delicate job.

These are features that make

MILLERS FALLS HAND DRILL No. 1980

a quick seller to any experienced mechanic.

Point out to him the Star Chuck—he knows the perfect gripping and centering qualities of this three-jaw pattern. These jaws are controlled by springs that are protected from injury. Any twist drill within the capacity of this chuck can be kept in the hollow handle, a mighty handy feature that your customer will appreciate.

Steel Pinions and shifting device are enclosed for protection. Gears are machine-cut with adjustable friction roll to equalize bearings. Careful, conscientious workmanship is evident throughout. This tool has all the quality that makes for quick and easy sales.

Tools That Build Up Demand

Millers Falls Tools are of the unvarying high standard that satisfies and holds exacting trade. Your stock should include Hack Saw 1027, Breast Drill 200, Bench Drill 210, Bit Brace 874, Extension Bit Holder 6 and the Acme Improved Mitre Box. Each described in our new catalog. Write for it to-day.

MILLERS FALLS CO.

Millers Falls, Mass.



No. 130

This Beats the "YANKEE" No. 30

For overhead work—or any places out of reach—and all ordinary work, the New "YANKEE" No. 130 and 131 are better than any tool made for this purpose.

The spring in the handle holds the tool extended in any position—keeps the bit in the slot—drives the handle back quickly for the next thrust.

Show them to the mechanics—they are quick to recognize their value. To see one is to want it.

Your jobber can supply you.



Have you a full set of selling helps on Yankee Tools—show cards, etc.?

Let us supply you.

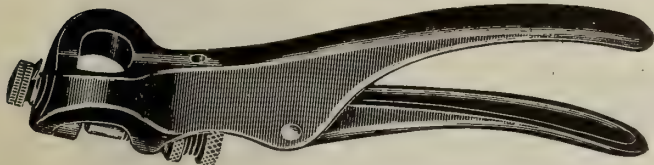
North Bros. Mfg. Co.
PHILADELPHIA, PA.



No. 131

Taylor Saw Sets

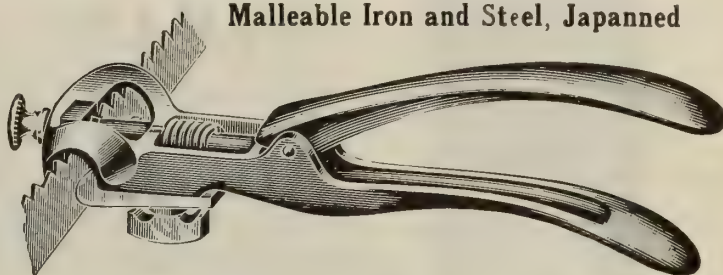
Cast Iron and Steel Parts with adjustable set. Gun Metal finish.



No. 5

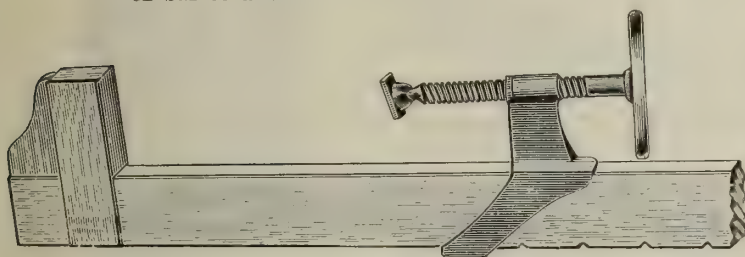
Perfect Saw Sets

Malleable Iron and Steel, Japaned

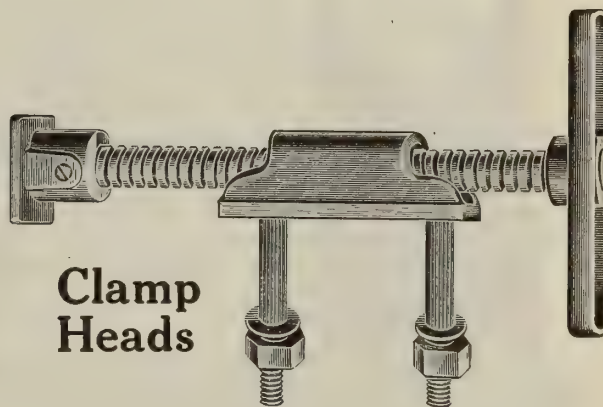


No. 1

For all classes of heavy work, taking a bar $1\frac{1}{4}$ inch by $2\frac{1}{2}$ inch. This head is made from best malleable iron, with steel screw. Can be instantly changed from one length of bar to another.



No. 36



No. 37

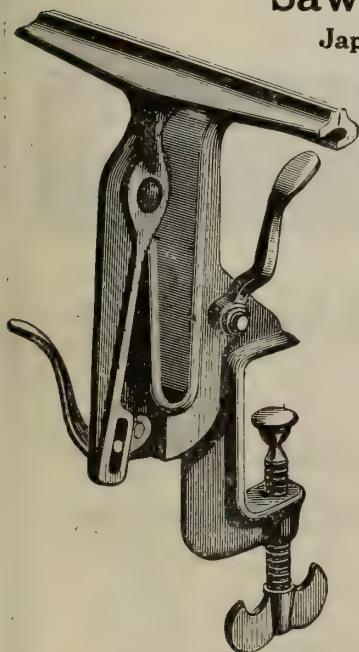
Bench Screws

Wrought Iron, Machine-Turned, Double-Thread Screw. Hardwood Handles

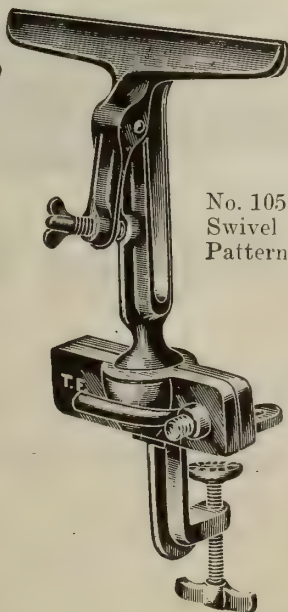


Saw Vises

Japaned



No. 81



No. 105
Swivel
Pattern



TAYLOR-FORBES CO.

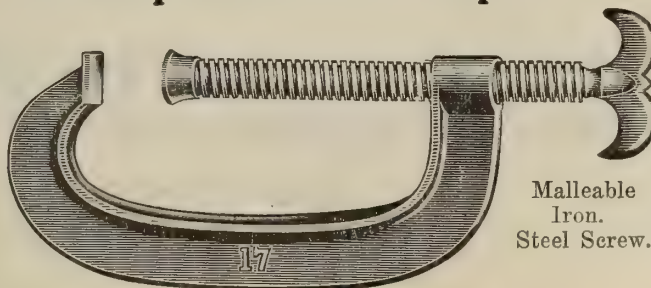
LIMITED

Head Office and Works: GUELPH, ONT.

Branches and Agents:

Taylor-Forbes Co., 246 Craig St. W., Montreal;
Canadian United Mfrs. Agency, London, Eng.; H. G. Rogers, 147 Prince William St., St. John, N.B.; H. F. Moulden & Son, Travelers' Bldg., Winnipeg, Man.; Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.

Carpenter's Clamps



Malleable
Iron.
Steel Screw.

Write your jobber. If he cannot supply you, write us. We'll ship immediately.

"CLEAN" PROFITS

Some of the cleanest net profits in the hardware business come through the sale of

NICHOLSON-MADE-FILES

BRANDS:

Kearney & Foot—Great Western—American—
Arcade—Globe

Because we control every process in the manufacture of these famous files—
Because we put into each one the crystallized experience of a half-century devoted to this industry—
Because we submit every file to the most searching inspection after each important operation—
Because we put every file to practical test before it can leave the NICHOLSON factory—
Every NICHOLSON-MADE-FILE you sell is certain to prove absolutely satisfactory in service.

The only "come-back" to NICHOLSON BRANDS is when your customers come back for MORE.

IN YOUR JOBBER'S STOCK

NICHOLSON FILE COMPANY

PORT HOPE, ONTARIO

50
YEARS
IN THE
BUSINESS

OVER
50,000,000
FILES
A YEAR

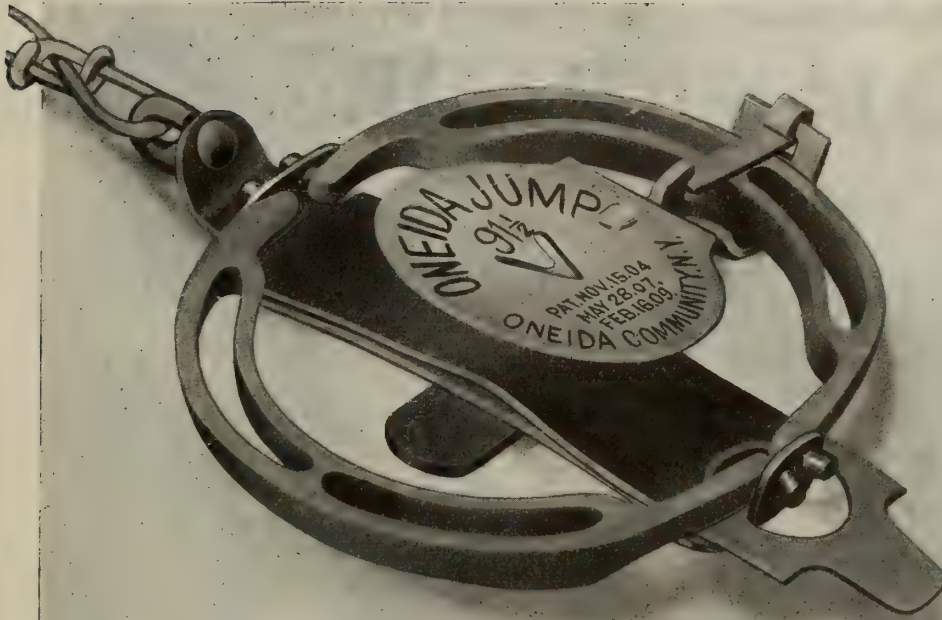
You Push the Handle



The Drill Does the Rest

High prices are usually charged for tools having special features. Goodell-Pratt tools all have special features and prices are moderate.

Goodell-Pratt Company, Greenfield, Mass., U. S. A.



OUR NEW DOUBLE JAWED

No. 91 $\frac{1}{2}$

ONEIDA JUMP TRAP

corresponds in size to the No. 1 $\frac{1}{2}$.

Supplies the demand for a double jawed trap larger than the No. 91. Especially adapted for catching skunks and mink.

Ask your dealer for this Double Jawed No. 91 $\frac{1}{2}$
Oneida Jump Trap.

ONEIDA COMMUNITY, LTD.
ONEIDA, N.Y.

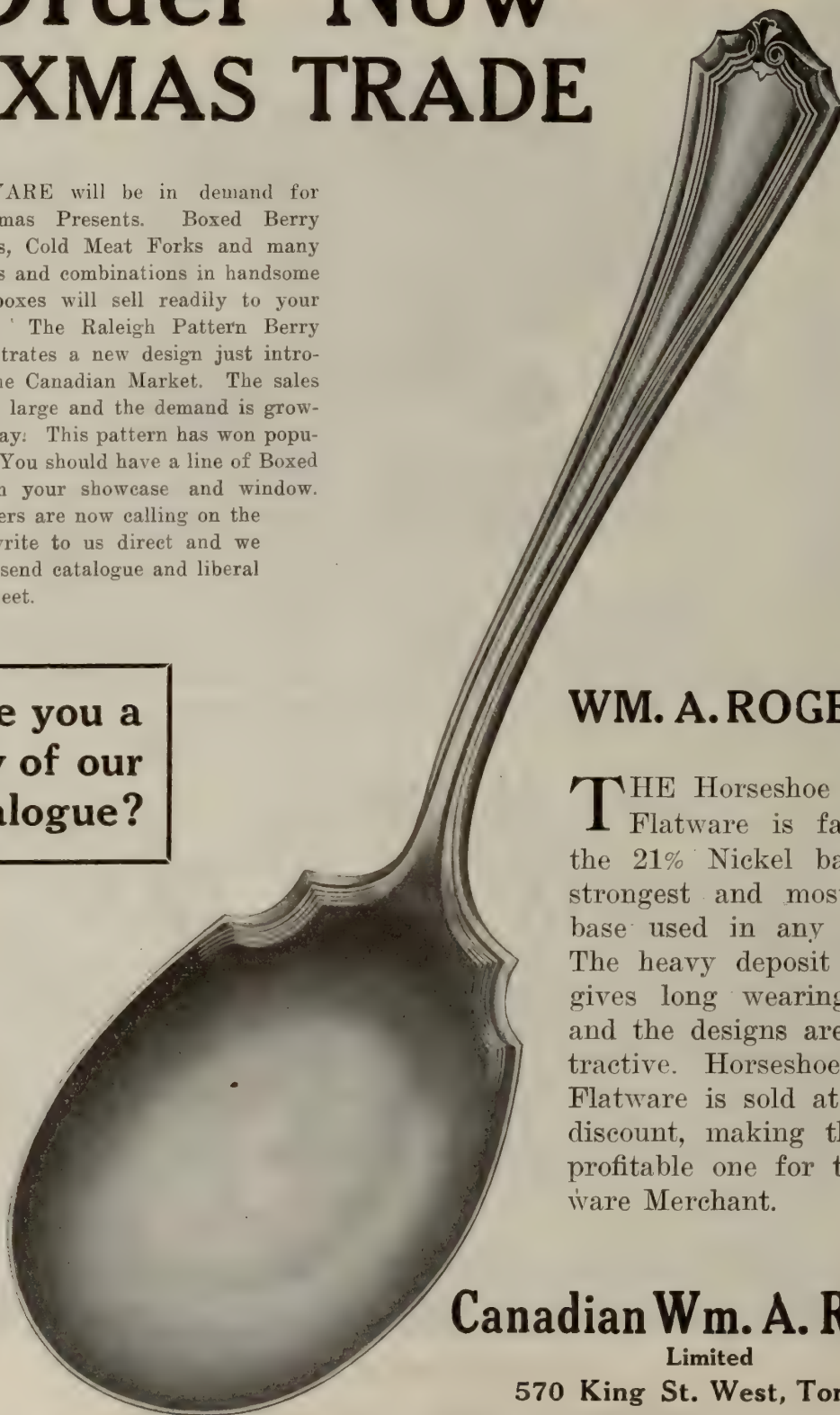
NIAGARA FALLS, ONT.

This advertisement is appearing in the best trapping papers.

Order Now for XMAS TRADE

FLATWARE will be in demand for Christmas Presents. Boxed Berry Spoons, Cold Meat Forks and many other pieces and combinations in handsome silk-lined boxes will sell readily to your customers. The Raleigh Pattern Berry Spoon illustrates a new design just introduced to the Canadian Market. The sales already are large and the demand is growing every day. This pattern has won popular favor. You should have a line of Boxed Flatware in your showcase and window. Our travellers are now calling on the trade, or write to us direct and we will gladly send catalogue and liberal discount sheet.

**Have you a
copy of our
Catalogue?**



WM. A. ROGERS 

THE Horseshoe Brand of Flatware is famous for the 21% Nickel base — the strongest and most durable base used in any Flatware. The heavy deposit of Silver gives long wearing quality, and the designs are very attractive. Horseshoe Brand Flatware is sold at a liberal discount, making the line a profitable one for the Hardware Merchant.

Canadian Wm. A. Rogers
Limited
570 King St. West, Toronto

Showroom—
Fairfield Bldg.,
Granville St.,
Vancouver

Showroom—
Hammond Bldg.,
Albert St.,
Winnipeg

Sell him what he *wants* —not something “just as good”

When a man comes to you to buy a saw, the chances are he'll ask for a “Disston.” He knows that for three-quarters of a century “Disston” has represented unsurpassed quality and service. Give him the “Disston” and you've made a quick, easy sale and a satisfied customer. If you haven't the “Disston” it may cost you the sale. Certainly it will cost you time (added sales expense) to get him to take another brand. It may cost you his confidence in your policies if you don't handle the recognized best, and it may lead to his taking his trade where he can get what he wants.

The “Disston” reputation sells “Disston” products and “Disston” quality makes friends for your concern. Why not let them work for you? Stock “Disston Brand Goods.”



DISSTON
No. 111 Wood Saw

The Disston line includes saws of every type and description for all kinds and classes of work. One policy governs the manufacture of the entire line—“Nothing but the best.”

The Disston No. 111 Wood Saw (“Wood Sawyer’s Delight”) is one of our most popular styles. The frame is of selected maple, varnished; 30-inch round-breast extra thin back blade of crucible steel; patent duplex rod, tinned. Designed for ease of handling, quick-cutting and durable service.

Write to-day for “Wood Saw Booklet”
covering this and many other styles.

HENRY DISSTON & SONS, Incorporated

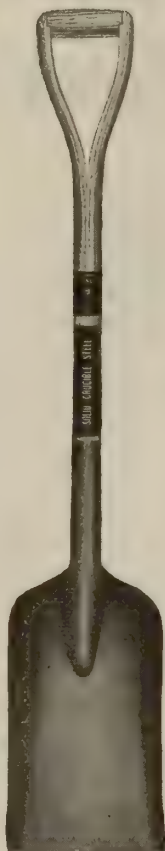
Keystone Saw, Tool, Steel and File Works

Philadelphia, U. S. A.



Lundy

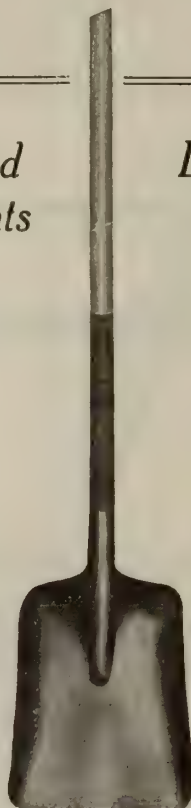
Snow Shovels and Furnace Scoops



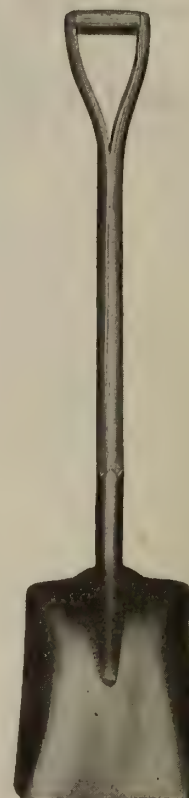
House Furnace Scoops,
Fitted Split "D," Ordinary
"D" or Long Handle.

*Cold Rolled
Blade Points*

*Double Ply
Straps*



Duke



Superior
Our "Duke"
and "Superior" Snow
Shovels fitted with
Long or Split "D"
Handle

Handles are made of the best white ash.

Aside from being strong and durable, Lundy Shovels are very attractively finished.

The Lundy Price and the Lundy Value is a combination that will make your business grow in this line.

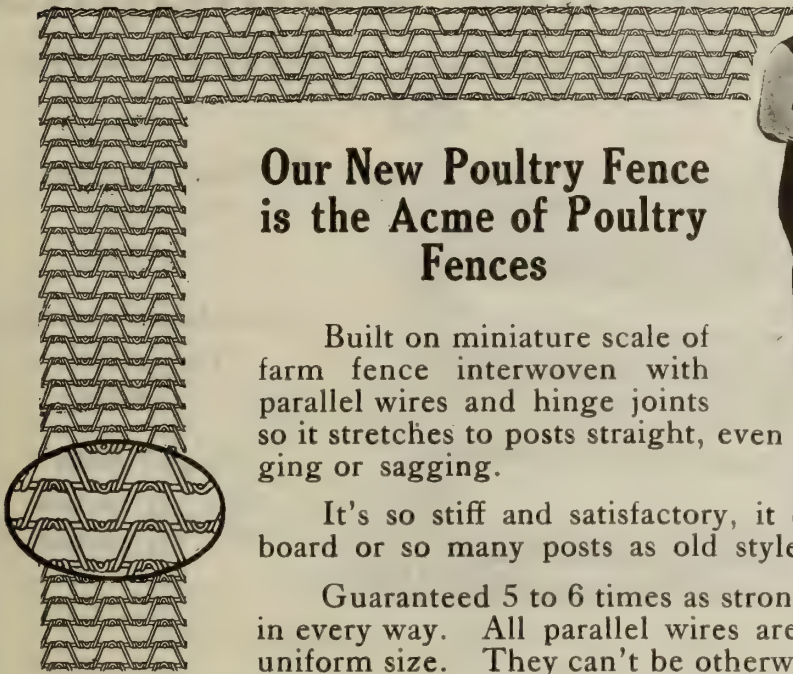
Place your order for these shovels with your jobber now. If he cannot supply you, write us—we guarantee quick shipment. Prices on application.

The Lundy Shovel & Tool Company, Limited

General Office and Works: PETERBORO, ONT.

SELLING AGENTS:

Delorme Bros., Montreal; Tees & Persse, Ltd., Winnipeg; Tees & Persse, of Alberta, Ltd., Calgary;
B.C. Equipment Co., Vancouver, B.C.; Colonial Varnish & Color Co., 20 Francis Street, Toronto, Ont.



Our New Poultry Fence is the Acme of Poultry Fences

Built on miniature scale of farm fence interwoven with parallel wires and hinge joints so it stretches to posts straight, even and nice without buckling, bagging or sagging.

It's so stiff and satisfactory, it does not require top rail and base board or so many posts as old style netting.

Guaranteed 5 to 6 times as strong and at least 100 per cent. better in every way. All parallel wires are of even length and all mesh of uniform size. They can't be otherwise the way it is made.

Made in heights from 12 to 72 inches. Galvanized. Put up in 150 foot rolls and sold by the square foot.

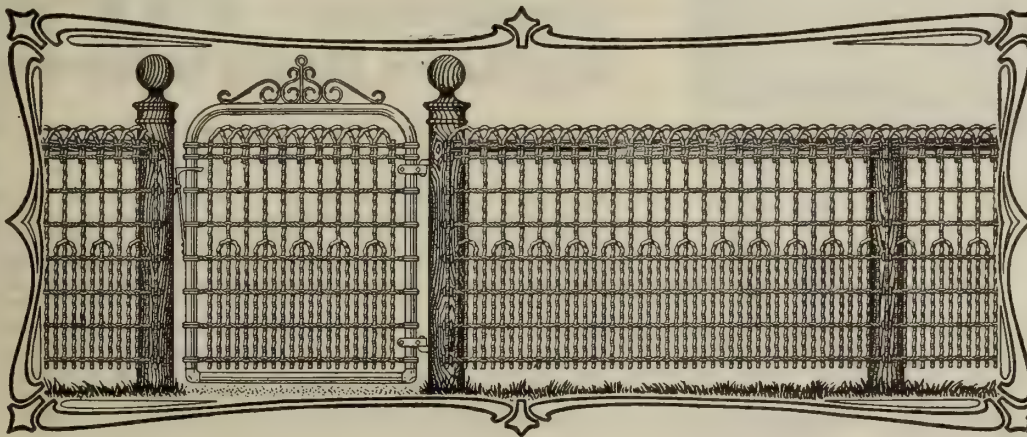
It's not merely a substitute for old style netting. It's something much better for the consumer and sells on sight. It's the strongest, cheapest, most sightly and best fence for the purpose yet invented.

Do not purchase poultry netting or fencing until you have seen our Poultry Fencing—it will be a surprise and revelation to you and your trade.



THE WIDE-AWAKE DEALER'S BIG OPPORTUNITY

Identify your store with a movement for better, cleaner and more sanitary front and back yards.



CYCLONE SANITARY FENCING

is recognized everywhere as the necessary factor in this great movement. Let the people know you sell Cyclone fencing.

Use your front window to advertise this campaign.

PLACE YOUR ORDERS NOW

CAVERHILL, LEARMONT & CO.

MONTREAL

HORSE-SHOE BRAND WRINGERS

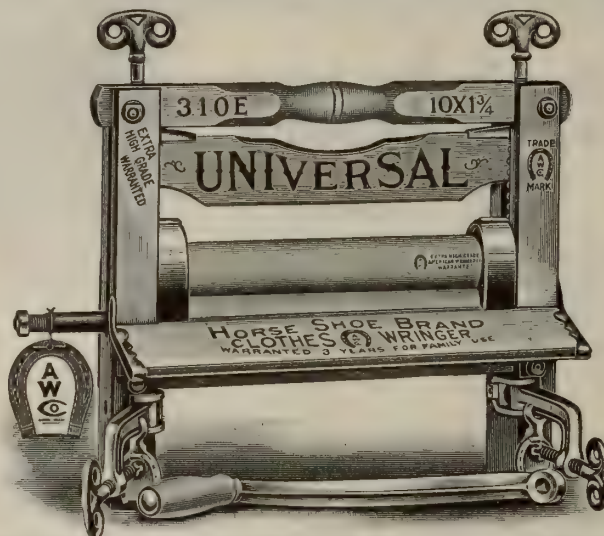
WARRANTED as to quality.

WARRANTED to give satisfaction.

WARRANTED as to price.

Plain Bearings
and Steel
Ball Bearings

Enclosed
Cog
Wheels



Plain Bearings
No. 340E
" 341E

Steel Ball Bearings
No. 360E
" 361E

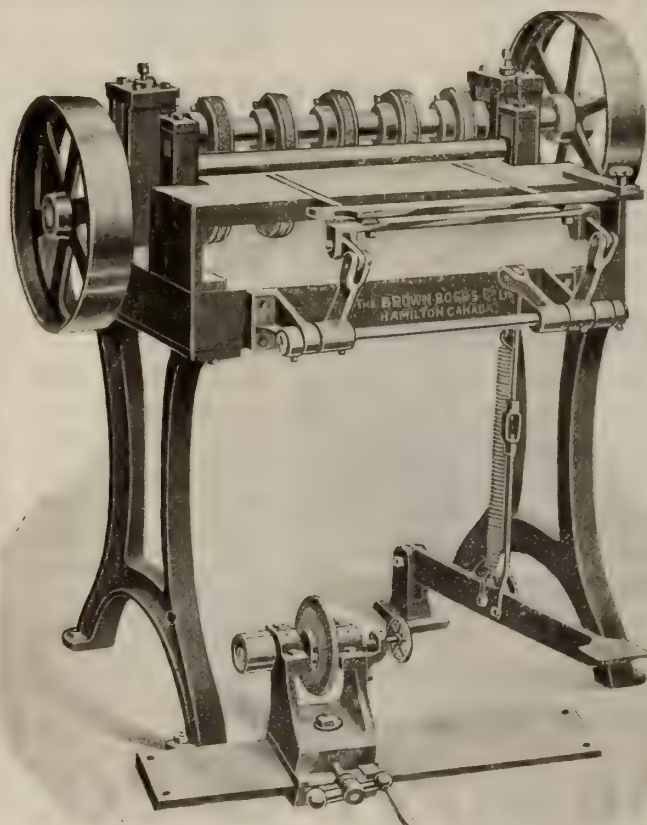
Size of Rolls
10 x 1 3/4 inches
11 x 1 3/4 inches

WE MAKE THE LARGEST VARIETY OF WRINGERS IN THE WORLD.

Send for our new Price List.

THE AMERICAN WRINGER COMPANY

NEW YORK CITY, U.S.A.



No. 1 Gang Slitting Shears.

Do you want to economize in manufacturing your tin cans, or similar articles requiring rectangular blanks? A "B.B." Slitting Shear is the Key to Economy.

Our No. 1, illustrated, is specially adapted for the work mentioned above. As many bodies can be cut as the size of the machine will allow, according to the width of the blank. For the purpose of feeding sheets into and carrying them through the machine, we supply rubber rings on the cutters, which are made of specially prepared rubber fitted to the cutters; these being flexible, adjust themselves to the various thicknesses or unevenness of the tin and prevents possibility of blanks being cut irregular. A front slide gauge operated by foot treadle starts the sheet perfectly square between the cutters. This feature is of considerable importance, as it insures perfect work. It is also equipped with grinding attachment and drum for grinding cutters. We build these in two standard sizes, Nos. 1 and 2. No. 1 will take 21 3/4" sheets; No. 2, 28" sheets.

Write for copy of Catalogue, and let us quote on your requirements.

The Brown Boggs Co., Limited
Hamilton, Canada

Western Representatives:
Messrs. Bissett & Loucks, Winnipeg & Edmonton

We Serve the Dealer

Whenever you think of fine mechanical tools, we want you to think of The L. S. Starrett Co., World's Greatest Toolmakers. At the same time we want you to remember our motto: "We Serve the Dealer."

For a number of years, we have been telling you about Starrett Sales Service for the dealer. Most hardware men are familiar with the assistance we give and the efforts we make to help move Starrett Tools.

We particularly want to call your attention to the fact that **our** motto is not an empty phrase, but represents a real **sales policy** of The L. S. Starrett Co., and it is to this dealer-service that we owe a large part of our tremendous growth. We lead in advertising to mechanics regarding fine tools, and the thousands of inquiries we receive from them, due to this advertising, are sent to the nearest dealers to aid in securing busi-

ness. Our own salesmen are ready to consult and advise with dealers regarding suitable stock and on such matters as window displays, advertising, etc. We are always willing to furnish dealers with catalogs, booklets, and other literature, street car signs, show window cards, and other window display material. In fact, we do everything we reasonably can to help the dealer sell our tools.

Because our service is a real, active force working for the dealer, we feel that no motto can mean more or be of greater importance to the dealer than ours. Please don't forget it—

We Serve the Dealer

The L. S. Starrett Co., Athol, Mass.

WORLD'S GREATEST TOOL MAKERS

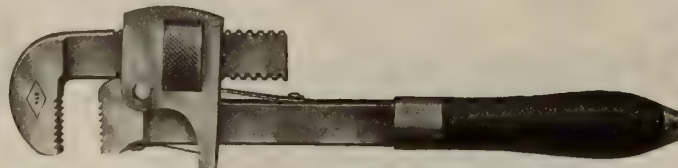
NEW YORK

LONDON

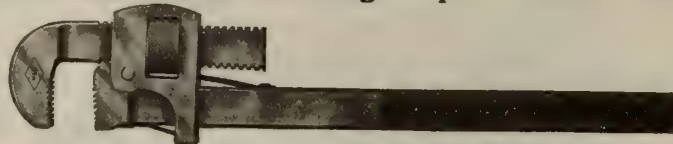
CHICAGO

42-394

"W & B" Pipe Wrenches



WOOD HANDLE GRIPS—Length Open 6 to 14 Inches



STEEL HANDLE GRIPS—Length Open 18 to 48 Inches

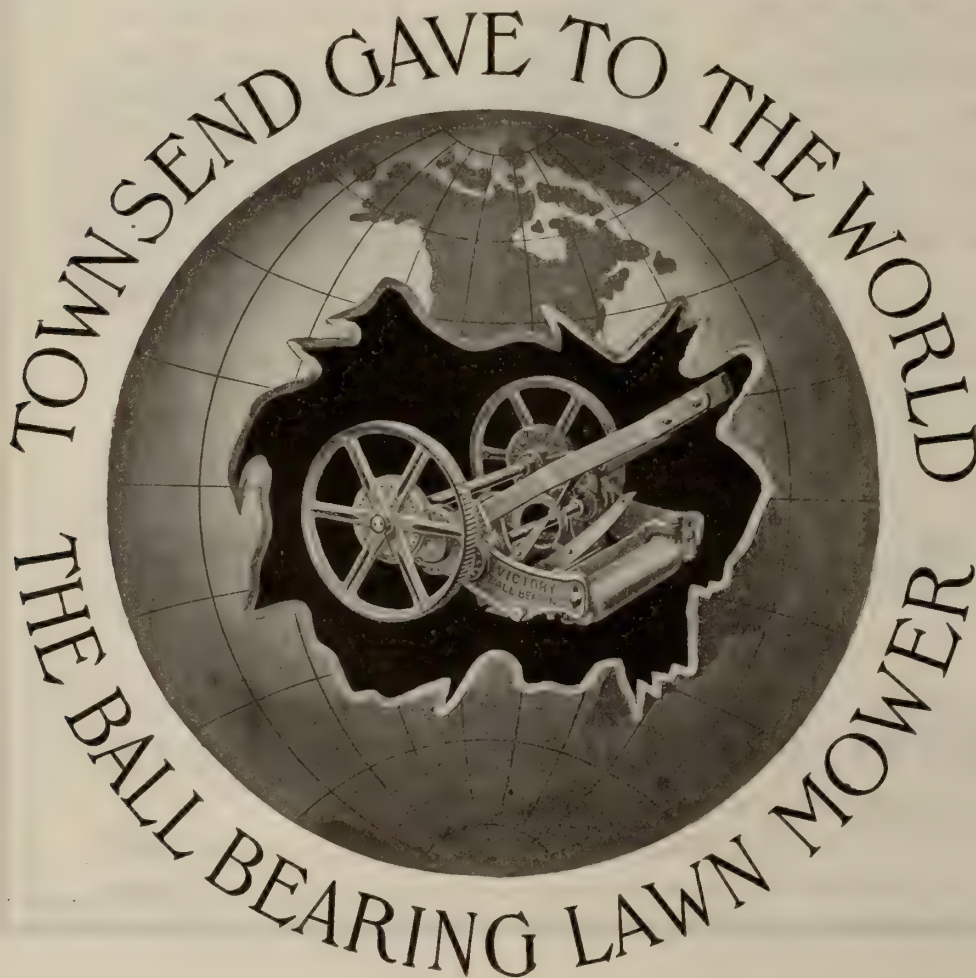
These types of "W. & B." Wrenches are particularly adapted for the proper handling of metal pipe. The movable jaw with sharp-edged, grooved teeth gives a sure grip.

Add this line to your stock of "W & B" Wrenches.

We manufacture a complete line of Screw and Drop Forged Wrenches, shown in catalog No. 82, supplied on request.

The Whitman & Barnes Manufacturing Company

Established 61 Years
ST. CATHARINES, ONT.



**No Noise
But the
Swish of
the Blades**

Runs easy. Fascinates the purchaser and converts him into a sub-agent.

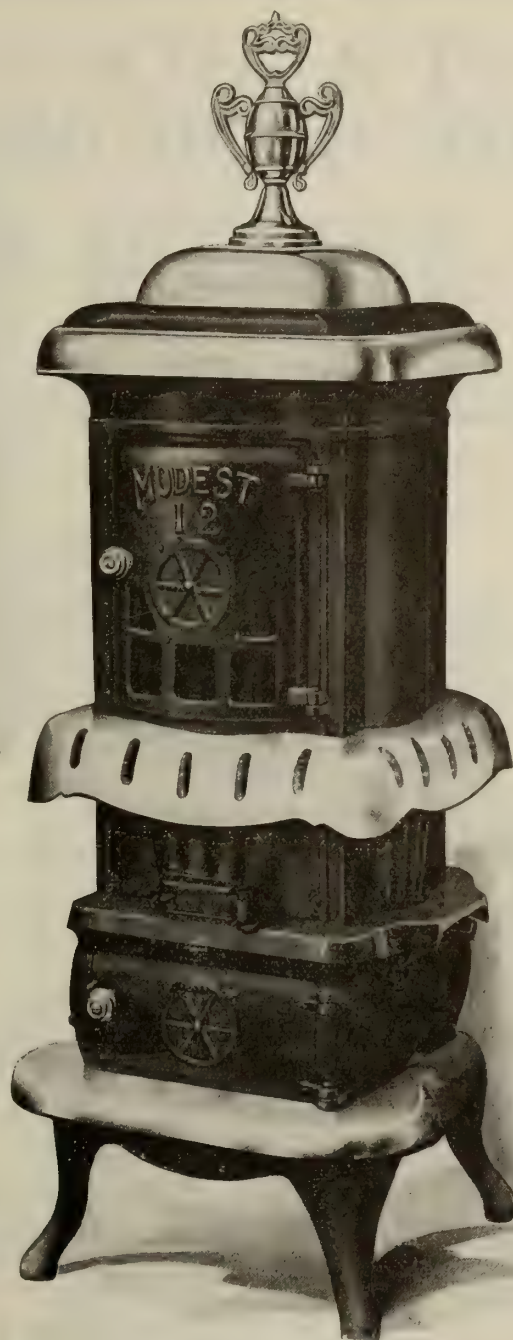
Whoever starts to sell Townsend Mowers, continues to do so.

For sale by all Canadian Jobbers.

ASK FOR CATALOG

**S. P. Townsend
& Company**

ORANGE . N. J.



THE MODEST

Is an all cast Heating Stove entirely different from anything else on the market. Its construction is covered with patents not only for our own protection but for the protection of our customers.

Made in two sizes, 12-in. and 14-in. Fire Pots, the latter size in Single or Double Heater. Fitted with Revolving and Shaking Grate, has Magazine, burns Hard Coal, Soft Coal or Wood.

This Attractive Heater removes competition and can be sold at a lower price than the average Oak Stove.

ORDER SAMPLES AND WATCH RESULTS

This Heater is fully described in our new Catalogue.

FINDLAY BROS., LIMITED CARLETON PLACE, ONT.
and WINNIPEG

WHOLESALE AGENTS:

REVILLON WHOLESALE LTD., EDMONTON, ALTA.

TRIMO

A "PIPING" GOOD WRENCH



STEEL HANDLE

Trimo Pipe Wrenches are made in Steel Handles from 6-inch to 48-inch sizes inclusive. In Wood Handles they are made in sizes 6", 8", 10", 14" only.



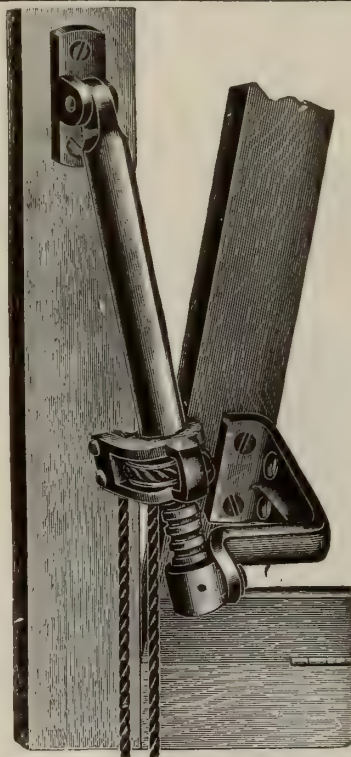
NUT WITH NUT GUARDS



WOOD HANDLE

Send for Catalog No. 150

TRIMONT MANUFACTURING CO., Roxbury (Boston), Mass., U.S.A.



10067. Evered's "Everedy II." Patent Fanlight Opener. For opening and closing any type of Fanlight, Skylight, Casement, etc., of either hand, without removal of parts, or any alteration, except the turning of riveted joints. No loose parts to get mislaid. Projects 2 in. only when closed. Fixing screws wrapped with each.

ESTD
1809

EVERED

& CO
LTD

MANUFACTORY: Surrey Works, Smethwick, Birmingham, England
SHOWROOMS: 30-35 Drury Lane, London, W.C.

MANUFACTURERS
OF EVERY DESCRIPTION OF
Builders, Cabinet Makers and Furnishing
BRASS FOUNDRY
LIGHTING FIXTURES
METALLIC BEDSTEADS

Brazed Brass and Copper Tubes, and Brass Cased Tubes

The Canadian Dealers' Opportunity !

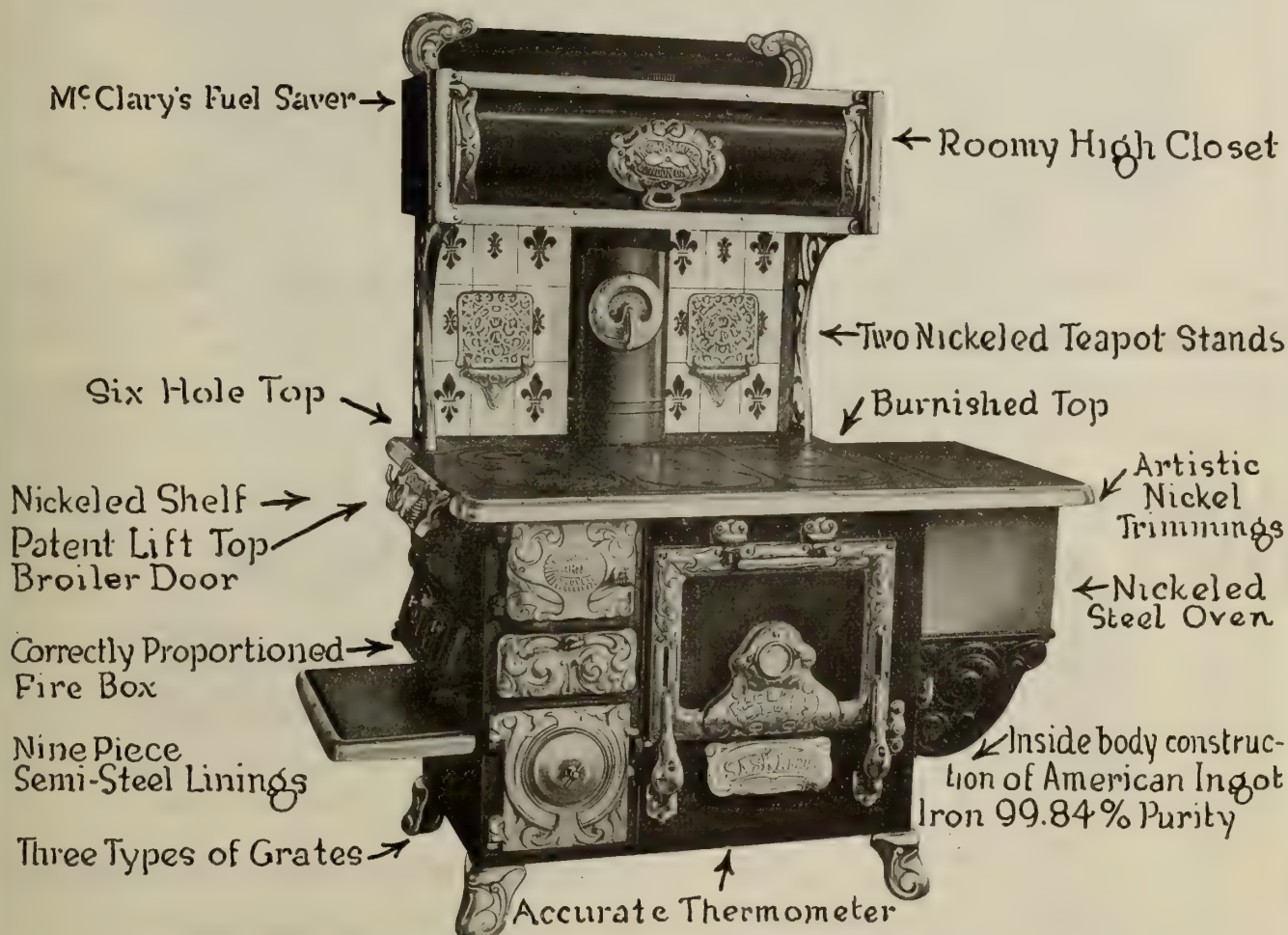
Consumers are rapidly responding to the "Made in Canada" campaign, because they realize the superiority of Home-Made Goods. Place a

McClary's

"MADE IN CANADA"

Sask-Alta Range

on display—it will quickly demonstrate this fact to you.



The Thermometer feature makes friends everywhere—heat in oven told at a glance—no bother of constantly opening oven door—shows exact moment when fire may be reduced or increased—no unnecessary waste—economy—satisfaction from good baking results, with minimum anxiety. Ask us for circulars and particulars.

McClary's Ship Quick.

McClary's

LONDON
ST. JOHN, N.B.

TORONTO
HAMILTON

MONTREAL
CALGARY

WINNIPEG
SASKATOON

VANCOUVER
EDMONTON

Star Brand SOLES



They go
Splendidly
with Cobblers'
Outfits

**Good to sell
because they
give good
wear and pay
good profit.**

We guarantee these
soles to outwear all
others.

We know that
they're exception-
ally good because we
make them from our
own leather.

Order from your
jobber. If he cannot
supply you, write us
direct.

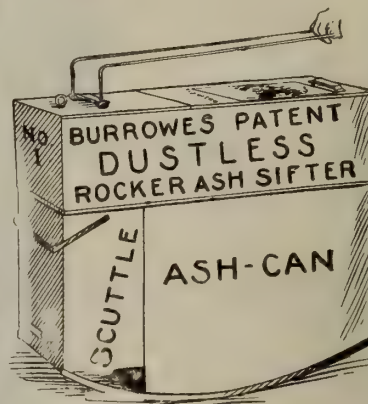
BEARDMORE & CO.
Toronto TANNERS Montreal

Mr. Hardware Dealer Increase Your Business

The best way to sell the Burrowes Patent Dustless Ash Sifter is to send them out on trial. They stand the dust test and sift quickly. You can sell 9 out of 10 this way.

People must economize and are waiting for a satisfactory Ash Sifter. It is up to you to place them in their houses.

Our 1914 Sifters are larger and better than ever. Write for new proposition, prices, etc.



The Burrowes Mfg. Co.
607-611 King West
TORONTO

CANADIAN MANUFACTURERS

YOU CAN HELP WIN
THE WAR FOR THE
EMPIRE BY SUPPORT-
ING BRITISH INDUS-
TRIES.

EVERY POUND OF
OUR ALUMINIUM IS
THE PRODUCT OF
BRITISH LABOUR
BACKED BY BRITISH
CAPITAL. OUR PRICES
ARE RIGHT, AND WE
CAN SHIP FROM TO-
RONTO STOCK.

YOUR ENQUIRIES
CORDIALLY INVITED.



THE
British Aluminium Co.
of London, England Limited
60 W. FRONT ST., TORONTO



"WIRELESS" Fibre Flashlights

Now on Sale at Most
Leading Hardware Stores

The Latest in Flashlights

Have you seen them?

Write for illustrated booklet.



Interstate Electric Novelty Co.
of Canada, Limited
220 King Street West
TORONTO ONTARIO

The Huronic Warm Air Furnace

The only radiator made in which every inch is radiating surface



Fine Smooth Castings

Result of the use of highest grade of imported Albany Moulding sand, and first-class pig iron combined with experienced workmanship.

Triple Radiating Surface

The only radiator made in which every inch is radiating surface. This means highest efficiency and economy.

GUARANTEE:

1. All Huronic furnaces are sold under a binding guarantee that they are made from best materials by the highest grade of skilled workmen and that they are perfect in workmanship and finish.
 2. That they will operate perfectly and do their appointed work under proper and reasonable conditions.
 3. That because of their perfect construction and correct fitting, they will render satisfactory services, under conditions, draft and management that will cause many other stoves, ranges and furnaces to fail.
 4. That they embody every perfect feature that experience has shown to be of value in promoting DURABILITY, ECONOMY and EASE OF MANAGEMENT.
 5. That we will make good, without expense to the dealer or user, any defects or imperfections of material or workmanship that may be discovered in them upon being promptly notified.
- Write for specifications.*

The Western Foundry Co., Limited, Wingham, Ontario



DAVIDSON'S MARATHON OAK HEATERS

are Trade Winners, Fuel Savers and
Ideal Stoves for Rapid Heating.

Can be sold without trouble by any dealer.

Made in four sizes.

Number.	Dia. of Fire Pot.	Height Less Urn.	Weight.
811	10 inches	34½ inches	48 lbs.
813	12 inches	36½ inches	64 lbs.
815	14 inches	39 inches	76 lbs.
817	16 inches	41 inches	100 lbs.

Have Blued Steel Bodies With Silvery Nickel Trimmings—Draw Centre Grates—Deep Fire Pots and Steel Base Strips.

Comfortable Heaters for Halls or Sitting Rooms.

Write for prices—We can deliver promptly.

The Thos. Davidson Mfg. Co., Limited
MONTREAL WINNIPEG TORONTO

Gas Companies and the Public demand a Strong, Durable Gas Mantle with a high candle power, and at popular prices. The Trade can now absolutely rely upon being able to supply such a mantle in the Laddite.

Awarded
Gold Medal
Franco-
British
Exhibition
1908.

Mantles
made and
supplied for
oil, gasoline
air gas,
acetylene,
and light-
houses.



Full
particulars
of the
merits of
the Laddite,
together
with terms
for
wholesale
and retail
trade,
furnished on
application.

Millions of Laddite Mantles now in use
throughout Great Britain and abroad.

Manufacturers under the "Laddite Process."

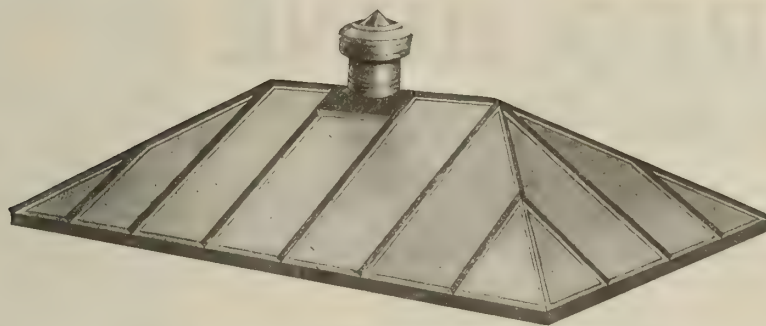
The Hamilton Gas Mantle Co.
LIMITED
18-24 Ferguson Ave. N., Hamilton, Ont.

BUTLER'S FAMOUS SHEFFIELD CUTLERY & PLATE



—TRADE MARKS GRANTED—
"BUTLER"
AD 1768
George Butler & Co. Ltd. SHEFFIELD, ENGLAND
and 62 HOLBORN VIADUCT, LONDON, E.C.

Full Line of Samples at 70 Lombard St., Toronto. G.A. Marshall



Save your friend, the Builder, time and money by recommending "Metallic" Skylights

WE manufacture skylights of all sizes and shapes, suitable for all kinds of buildings. When you are supplying the hardware for a job, make the most of your opportunity by recommending "Metallic" Skylights. Write to us at once, giving us exact particulars and we will send you full information—information that will increase your order on that building by a handsome margin.

It pays to have our catalogue handy, illustrating and describing our skylights, ventilators, cornices, etc.—indeed you should have all our catalogues describing the "Metallic" line of building materials in full. Write to-day!

THE METALLIC ROOFING CO., LIMITED

Manufacturers

Toronto

Winnipeg

5 SALES AT 1 CRACK!

We are advertising in our big full-page announcements in the December magazines, the Christmas Group of Gift Rods. This is a great stunt. You can make a sale of 5 "Bristol" Steel Fishing Rods where formerly you only sold one. Every fisherman ought to have at least 3 rods; 6 are not too many. "Bristol" Rods make beautiful Xmas Gifts. Feature them in your store.

XMAS GIFT FOLDERS FREE

Beautifully illustrated, entitled "Bristol Christmas Group of Gift Rods." Describe "Bristol" Fly rods, Bait casting rods, Bait rods and Still Fishing rods. You can have as many as you can use to send out in your mail, or to wrap with outgoing packages. This Christmas trade for "Bristol" Rods is worth going after.

We will help you, if you want it. In all of our advertising, we are pounding hard the sale of five rods instead of one.

Fill out and send mailing coupon at right.

THE HORTON MFG. CO.

303 Horton St., Bristol, Conn.

Pacific Coast Branch:

Phil B. Bekeart Co., 717 Market St., San Francisco, Cal.

SALES HELP COUPON

Gentlemen:—

I can use the following Sales Helps, in tying up to the 5 Sales instead of 1 idea:

Newspaper Electros.

(Send proof sheet)

- ☐ Art Poster (1 to a dealer)
- ☐ Catalogues (How many?)
- ☐ Art Fishing Window Cut Out
- ☐ 50 Xmas Gift Folders
- ☐ 75 Xmas Gift Folders
- ☐ 100 Xmas Gift Folders
- ☐ 125 Xmas Gift Folders
- ☐ 150 Xmas Gift Folders

Name

Street

City State

"K" RED HONE CURLING STONES

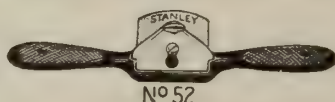
The genuine and original Kay stones, with the Trade-Mark "K" on the Striking Band. They are cut with two running surfaces by a patented process and are particularly adapted for play on the keen ice of the North-West. All weights from 36 lbs. to 42 lbs. each, and every pair is perfectly matched. Equipped with either ebony or fancy grips. Write for full descriptions, and wholesale Price List of Curlers' Supplies.



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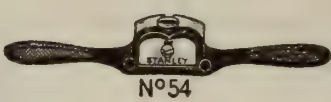
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No 59

Stanley Tools

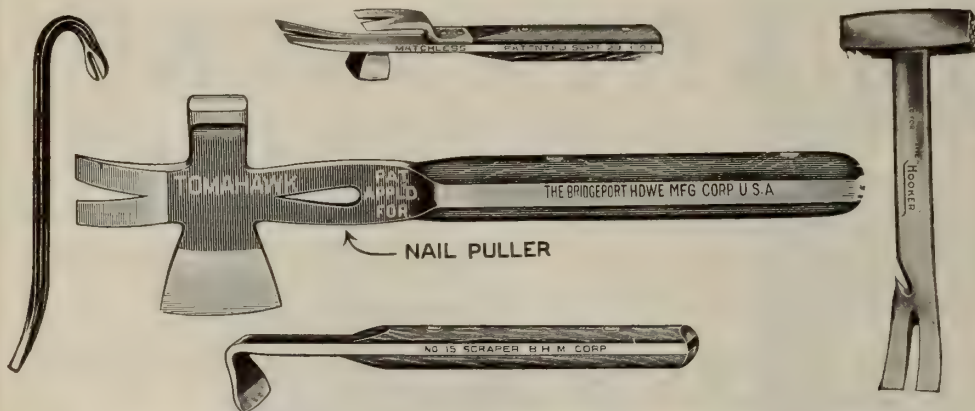
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a few numbers of which are herewith illustrated, are superior in style and finish to any others on the market.

The cutters are made from a high grade of steel, well tempered and sharpened, ready for use. The handles are japanned, and through each a hole is made to hang the tool up out of the way when not in use.

These Spoke Shaves are now being made in our Canadian factory.

STANLEY RULE & LEVEL CO.
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Large VARIETY to select from

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HARDWARE MFG. CORP.
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We have a large stock of these stoves ranging in size from No. 2 to No. 6a. It will pay you to get our prices; also Oaks, Cast Ranges and other special Heaters.

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ANTI-RUST

(REGISTERED TRADE-MARK)

SANITARY ROUND CORNER BREAD AND CAKE BOXES

A SPLENDID CHRISTMAS LINE

Made in
Pure White with Gold Décorating
and

Rich Gold with Jet Black Stencilling.

The Gold and Black is a very handsome and striking novelty, eminently suitable for the coming gift-selling season.

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Three sizes—nestable.

No charge for packing when ordered in nests.

Strong ribbed covers, which cannot buckle or bend out of shape.

No sharp edges or corners to cut the hands.

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WRICO goods have a certain high standard of excellence to maintain, and the makers cannot afford to jeopardize their established reputation by the introduction of cheaper and lighter stock, or by inadequate attention to the important matters of finish and appearance.

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Improved Patent Flush
Handle



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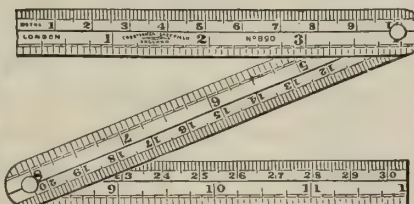
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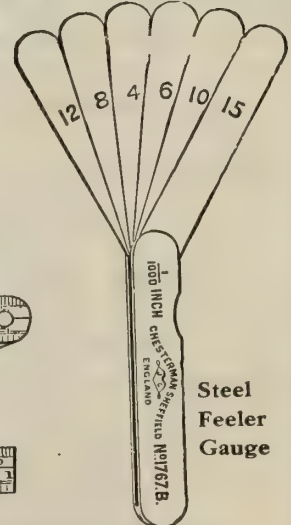


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97 Ontario St., Toronto, Canada



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Send for our new
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High-Grade Silverware and Table Cutlery

The Niagara Pattern illustrated herewith makes an immediate appeal to the buying public because of its exceptionally graceful lines and artistic simplicity.

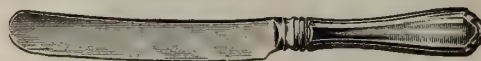
It looks good to purchaser and never disappoints because it gives big service.

Let us give you full particulars and prices.

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Niagara Falls, Canada

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OUR CONDUCTOR PIPE has a perfectly straight, close seam, and every length fits together easily.

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The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

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Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

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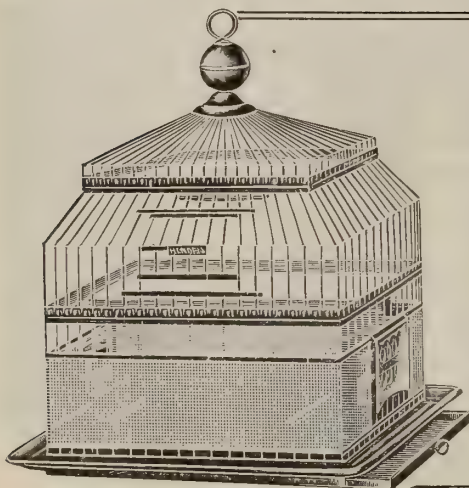
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MADE IN
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**Latest Fancy Canary Cage No. 25
ALL BRASS**

Body 8½ x 10½ inches. Height 15 inches. Wire cloth guard surrounds lower part of body. Rolled-edge base with removable drawer. New style covered seed and water cups.

Watch and see how soon this will be copied.

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Rogers' *Portland* *Cement*

An Important Aid to Your Business

Rogers' cement will bring to your store the best class of hardware buyers. They know and recognize Rogers' cement as the acme of quality—all that a cement should be. Write to-day for our agency proposition.

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CHICAGO SPRING BUTTS

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO



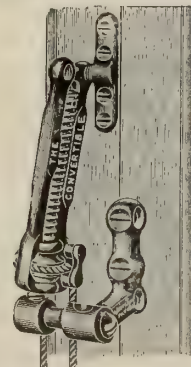
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Simple
Effective
Compact

1796 Iron
3/8 screw ... 4/
1/2 screw ... 6/6
1795 Brass
3/8 screw ... 5/6
1/2 screw ... 8/6
1797 Gun Metal
3/8 screw ... 6/6
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each.

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Original Patentees and Manufacturers of
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Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

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Wholesale Hardware Merchants.

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The public is being advised through a heavy Advertising Campaign to buy Made-in-Canada products.

With

"CANADIAN QUEEN" ELECTRIC IRONS AND TOASTERS

the Made-in-Canada feature is ONLY ONE OF FOUR FACTORS on which to base an appeal for trade, the others being QUALITY, COMPETITIVE PRICE, or less than goods can be imported for, and SERVICE.

"CANADIAN QUEEN" Electric Irons and Toasters are STRICTLY CANADIAN-MADE, and we ask you to consider these advantages which we offer you :

No. 1. The Canadian Queen line of Electric Irons and Toasters is exceedingly attractive in design and finish, and, for efficiency, is unexcelled.

No. 2. The price on the Canadian Queen line shows a wide saving as compared with the cost of importing.

No. 3. SERVICE. We make shipments the same day as order is received, which enables the dealer to carry a much lighter stock than if importing. In a great many cases the jobber can make shipment of order direct from factory, which eliminates the expense of handling.

No. 4. Taking into consideration the above three reasons, which are bound to interest the majority of dealers, we are in a position to add the "Made in Canada" feature, from the fact that all our products are made in Canada by Canadian workmen.



We are now putting up an attractive holly-trimmed package for Christmas trade, as an Electric Iron or Toaster makes a very suitable Christmas present.

The Flexible Conduit Company, Ltd.
Guelph, Canada

UNIVERSAL

Electric Home Needs for Holiday Gifts



UNIVERSAL
Electric Coffee Urn.
Nickel Plated Silver

No.	Capacity	Copper	Plated
E9176	6 cups	\$10.50	\$12.25
E9179	9 cups	11.50	13.75

The appliances shown here are among the newest additions to the "Universal" electric line. They are especially suitable for Christmas gifts and an early showing of them should aid greatly in increasing your Holiday business. Every one is interested in electrical appliances and there is an ever increasing demand for those bearing the "Universal" trade-mark as the Holiday season approaches.



UNIVERSAL
Combination Electric Chafing Dish and Disc Stove.

No.	Handles	Nickel	Brass, Silver
E9850	Ebonized	Plated \$11.00	Plated \$16.50



UNIVERSAL
Electric Coffee Percolator

No.	Capacity	Nickel Plated	Silver Plated
E9637	7 cups	\$7.50	\$8.75

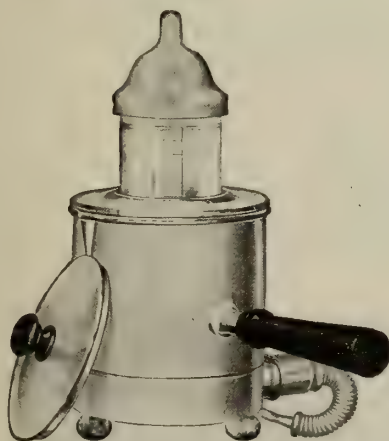


UNIVERSAL
Electric Portable Radiator with Luminous Bulb.
Outside of body, pedestal, guards and handle polished brass; reflector solid copper.

No.	Each
E995	\$12.00

Complete with 8-ft. mercerized silk finish, flexible cord and triple contact terminal plug.

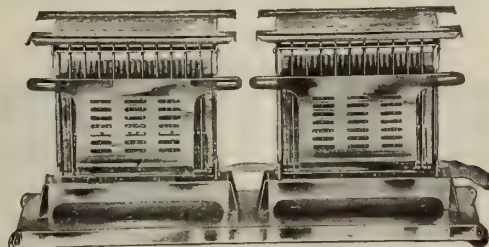
The fusible plug safety device—in all "Universal" water heating appliances—absolutely prevents any possibility of fire or burned-out heating units. The exclusive method of heat distribution—in all "Universal" electric appliances—eliminates waste current by concentrating the heat where it is most needed. These are two great talking points in selling Universal Electric Home Needs.



UNIVERSAL
Electric Milk Warmer

No.	Capacity of Bottle	Nickel Plated	Silver Plated
E9930	8 oz.	\$6.00	\$7.50

Milk bottle and extra cover with knob furnished as shown.



UNIVERSAL
Electric Twin Toaster

No.	Nickel Plated	Silver Plated
E943	\$8.00	\$10.00



UNIVERSAL
Electric Tourist's Iron

Nickel Plated Base and Hood. Ebonized Separable Handle.

No.	Weight of Iron	Each
E9021	3 lbs.	\$3.75

Equipped with reversible stand and velvet bag for traveling.

FOR PRICES, ETC., WRITE YOUR JOBBER OR DIRECT TO US

UNIVERSAL

LANDERS, FRARY & CLARK
NEW BRITAIN, CONN., U.S.A.

UNIVERSAL



View of Winnipeg Linseed Oil Plant.



Hydraulic Presses.

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The Canada Paint Co.'s linseed oil mills are situated in Winnipeg, the centre of the best flaxseed producing country. Nothing but No. 1 Northwestern flaxseed is used in the manufacture of our linseed oils.

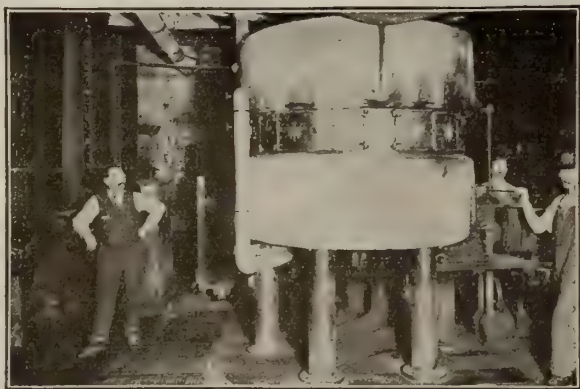
Our linseed oil plant is situated on the Canadian Pacific Railway and is equipped with two large elevators for the handling and storing of the seed, which is brought in from the surrounding country by rail.

When the seed has been thoroughly cleaned, and the grain and other seeds are removed, it is

crushed, pressed, and filtered by modern machinery under the supervision of skilled workmen. Finally the pure linseed is placed in the storage tanks, where it is thoroughly aged before being filled for shipment or used by the paint and varnish factory.

We use our own linseed oils exclusively, in paints and varnishes, and this is one reason why we maintain uniform high quality in our products.


THE CANADA PAINT CO.
 LIMITED
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 OXIDE MINES-RED MILL-QUEBEC



Modern Boiling Apparatus.



View of Storage Tanks.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVI.

TORONTO, NOVEMBER 14, 1914.

No. 46

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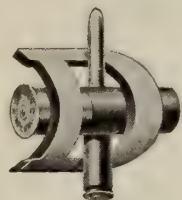
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It is most important at this time of the year not to let your stocks run low.

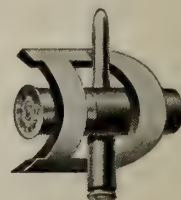
See that you are well supplied with all sizes and loads required by your customers, and, what is just as important, be sure to specify Dominion Ammunition which sportsmen will demand. Entire shooting satisfaction results from the use of Dominion Shot, Shell and Cartridges.

Buy and Sell Dominion—the only Ammunition entirely made in Canada.



Dominion Cartridge Co., Ltd.

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Cleans,
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the woodwork in one operation, and does away with strenuous reaching or getting down on hands and knees when cleaning.

It relieves the housewife of so much labor and drudgery that she invariably highly recommends it to her neighbors and friends.

Put in a stock now—their advantages and our advertising make them sell on sight.

Satisfaction or money back. Order from your jobber.

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Toronto, Ont.



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Throughout
the
Dominion

HARDWARE AND METAL

Vol. XXVI.

NOVEMBER 14, 1914

No. 46

Christmas and the Retail Hardwareman

Conditions This Year Are Different—Bright Spots in the Business Situation — The "Made-in-Canada Movement" — World-Wide Custom Will Prevail in Canada.

THE commercial world is entering another Christmas shopping season. Conditions this year are different to those which existed during the corresponding period of last year. The great nations of Europe are now engaged in a deadly struggle and Christmas will not likely be a "Merry Xmas" for them. Last year at this time there were no outward signs of war and although a business depression existed there were few indications that a year hence the greatest struggle in history would be under way. It has often been said that the unexpected "usually happens" and in many cases this has proven to be the case.

It is true that certain classes of trade have been affected by the war. Firms conducting large export businesses have suddenly found the outlet cut off and naturally this has caused a slackness in some departments, and in some cases has caused temporary unemployment. Although there are a number of men out of work in the industrial centres it is encouraging to note that some of our largest firms which closed down for a short period are now re-opening, and although not running full time in all cases, they are taking back large numbers of employees. Many of our manufacturing firms are now working over-

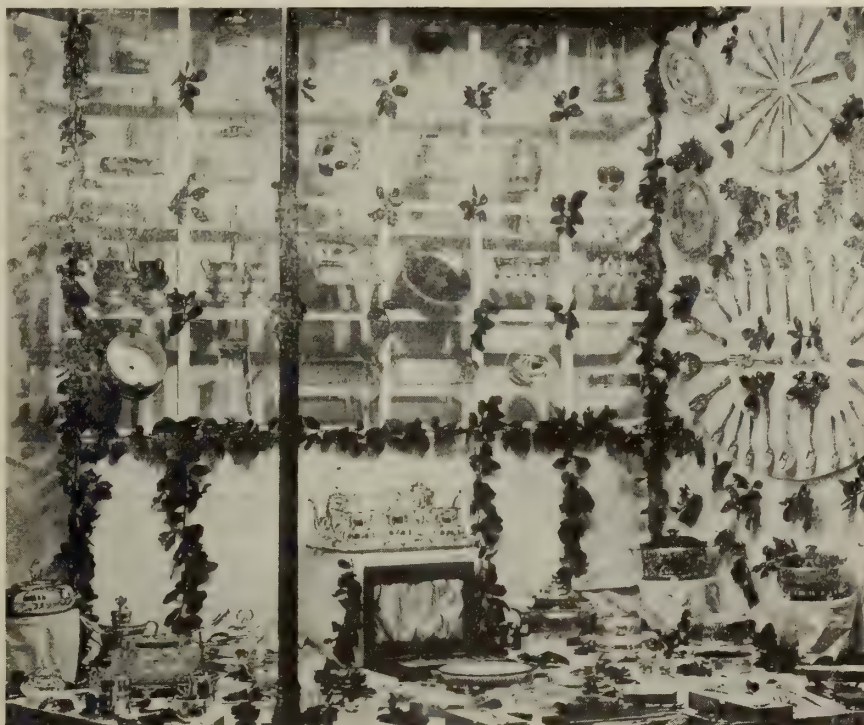
time turning out supplies for the military authorities, and in some cases these factories were running short time or were closed down entirely, before the outbreak of the war.

Some factories are depending almost entirely upon the orders placed with them by the military authorities. During war time it is quite usual for factories to be employed in this respect and no war has yet proved to be immediately disadvantageous to a country whose chief products were those of cereals and cattle—or food products such as

the Dominion of Canada produces. The British War Office is also contributing considerable amounts to Canadian firm's manufacturing shells for army use. Shell manufacturing is practically a new industry for Canada and while it is not an industry that the Canadian wants to see flourish to any great extent, for Canadians are a peace-loving people, the fact remains that large numbers of men who would otherwise be out of employment are now engaged in manufacturing shells. Large orders for shells were placed in Canada some weeks ago and distributed among a large number of firms in Canada.

Now it is announced that with the installation of some additional machinery the C.P.R. Angus shops will be able to rapidly turn out large quantities of brass cartridge shells such as are necessary to contain the charges for expelling the heavy steel shells from the large field guns and howitzers. The British Government requires a huge quantity of these shells just as rapidly as they can be turned out, and it is said that an initial order for one million shells has already been placed in Canada.

Another factor which should help Canadians to a great extent is the "Made in Canada" movement. The public and merchants are



Window display which received honorable mention for towns under 5,000 in Hardware and Metal's Annual Window Dressing Contest last December. The display was arranged by D. E. Tait, with T. S. Tait & Sons, Campbellford, Ont. Note how the background of the window has been built up with lattice work so that articles such as biscuit jars, butter dishes, pickle cruets, cake dishes, bakers' servers, toast racks, etc., have been suspended from the cross bars in an orderly and attractive manner. On the side wall of the window; neat designs made of silver-plated table cutlery have been arranged, while the floor of the window has been devoted to the display of case goods, casseroles, tea-sets, etc. The display although easily arranged was very effective.

being urged to patronize home industries as far as possible. It is true that there are many hardware necessities not made in Canada but on the other hand there are a great many lines of "Made in Canada" goods equal in quality and which compare favorably in price with foreign-made products. To these articles preference should be given. Every merchant should endeavor to assist the movement. A plan which has on several occasions been successfully carried out in United States towns and cities and which has recently been introduced in Canadian towns and cities is the holding of "Made in Canada" sales or "Made in Canada" sale weeks. Window displays, newspaper advertisements and circulars can be used in featuring sales of this kind.

One of the brightest features of the whole situation is the soundness of the agricultural communities. Reports indicate that collections in the country are good. Farmers are getting the money and they are spending it. They are improving their homes and farm buildings. They are buying paint, furnaces and other hardware. It is true that building in the cities has been curtailed, thus lessening the demand for certain classes of builders' hardware. This has to some extent been offset by the country demand for building materials. Labor and materials are cheap and the farmers with the money to spend are not losing sight of this fact. Although Canadians realize the gravity of the present situation and the responsibilities placed upon them they are optimistic. They are nobly assisting the Motherland.

They are contributing liberally to the funds for assisting stricken Belgium. They have sent a large army to England and they are raising another. And still there is "Enough and to Spare." Every effort is being made to carry on "Business as Usual."

As we approach the Christmas festive season we feel that Canadians have much to be thankful for—and we have. Already there are many evidences that the world-wide custom of exchanging gifts will be carried on in Canada this year as usual. It may be that the class of goods sold will be slightly different, that instead of the luxurious and flimsy articles of former years articles of a more practical nature will be sold, but this will prove beneficial to the hardwareman.

Retail hardwaremen have of recent years been securing a constantly growing share of the "Christmas Trade." This year should be no exception. Christmas presents will be bought and sold. The spirit of Christmas will prevail. Already the big city stores have started their Christmas selling campaigns. Early Christmas shoppers are now going the rounds. An early start is half the battle. The retail hardwareman

should have his campaign well under way. If he has not already started he should lose no time. Christmas is rapidly approaching and the merchant who starts an early systematic campaign will in all probability secure the largest share of business.

Under the heading "Don't get cold feet—That Kills Trade" a Canadian financial journal says:—

"Business as usual? Why not?" was a remark overheard the other day, passed between two business men. One was arguing rather pessimistically, while the other, who said the above, was arguing

NO EXHIBITION AT NEXT CONVENTION.

A meeting of the executive of the Canadian Hardware Manufacturers Exhibitors Association was held at the Queen's Hotel, Toronto, on November 6, for the purpose of discussing the proposed exhibition which was to have been held at London next February in conjunction with the annual convention of the Ontario Retail Hardware and Stove Dealers' Association. As previously arranged the exhibition was to have been held in the London Armouries, but owing to the war the Armouries are being used constantly by the military authorities and will continue to be used until long after the proposed date of the convention and exhibition. No other suitable quarters are available at London. After fully discussing the situation it was decided that no exhibition be held, but that a convention or "talkfest" of Exhibitors' Association be held at the same time and in the same city as the annual convention of the Ontario Retail Hardware and Stove Dealers' Association. No recent meeting of the executive of the latter association has taken place and it is not known where the convention will be held, although rumors are current to the effect that Toronto will probably be the meeting place.

on a basis of sound common sense. There is nothing the matter with business. The war may have been effectual in changing it from some channels into others, but the business is all there, as strong as ever. The business is going somewhere and to make matters worse,—it's your own fault. Business is a game—play it with all your might and main. Do not be afraid to spend money, for that is exactly where the trouble lays. Salaries would not be endangered if you spent your money.

You should pull yourself together and look the situation squarely in the face. Some industries have been hard hit—there is no denying that, but others have

received a tremendous impetus. What the steel industry has lost, the textile industry has gained, and so on right down the list. The chemical trade has been stoppered up. All right, how about the grain trade? Nothing to find fault with there, is there?

The best thing to do is to find out what is wrong with your business—that is the one that matters.—If everyone would mind his own business, there would be less trouble. If your service or your advertising or your merchandise is at fault, remedy it at any cost. But it is most likely that you are at fault, therefore see that you apply an immediate remedy. Do not get cold feet. That is one complaint which is disastrous. Don't give up and get the blues but jump right in and do something different—something which you have never tried before. Probably that is just the thing that will put things in their proper place.

If you think that you are having trouble with your store, eliminate the trouble. It will not hurt you or your assistants to go back a few nights and get in some real work fixing things up. Change the appearance of the store. Don't you suppose people ever get tired of seeing the same thing day after day? Certainly they do, they are human. Change it all around and make it look different. If a certain counter has been on the right side of the entrance for twenty years, change it to the left. The customers will look for it and at the same time probably find something else they want.

Also, get your salespeople enthusiastic. If you are, they will be, but as long as you wear that long face, they will think things are not going well and will act accordingly. Probably it is more cheerful in the morgue than in your store. See that this does not continue to be the case. Be enthusiastic—enthusiasm starts at the top and works down. It's up to you to see that it doesn't get sidetracked and lost on the side line. Besides, don't get cold feet."



It is a great art to interest oneself in others, to be able to strike a responsive chord so that you will make a stranger feel at the introduction that there is something in common between you.

At the annual tournament of the Vancouver Gun Club held at the Lulu Island traps, the principal event, the city championship, was hotly contested by Lee Barkley, of Vancouver, for many years representative of the Winchester Repeating Arms Co., and G. A. Britton, manager of the sporting goods department of McLennan, McFeely & Co. Mr. Barkley made a straight 50, while Mr. Britton got 49 out of 50.

Are the Retailers to Blame?

Letter from Toronto Paint Manufacturing Firm With Reference to Hardware and Metal's Campaign Against the "Professional" Peddler—Writer Suggests Solution of Problem.

Toronto, Canada, Nov. 7, 1914.

The Editor, Hardware & Metal,
MacLean Publishing Co.,
University Avenue,
City.

With reference to article on page 46 of your issue of November 7th, 1914, dealing with the campaign against professional peddlars.

We are very heartily in sympathy with any movement that will protect the interests of the retail dealer and enable him to maintain a steady, continuous turnover of his wares.

While laws and regulations for society are essential and the governing of trade must to some degree be placed in the hands of the Government, yet we are inclined to place a great deal of faith in the maxim of a well known statesman who said that a people that are least governed are best governed.

Undoubtedly our present industrial conditions placing many worthy and enterprising workmen out of positions has given rise to the new epidemic of peddlars. And we are inclined to admire the man who will get up and out to earn an honest penny, rather than sit about his home howling "Calamity."

It is not our intention to blame anybody in particular for these conditions, but we are convinced that the cause of peddling has to some extent a real remedy which lies in the hand of the merchant himself and will be far more effective in its cure than a library full of laws.

If our Canadian retailers will be thorough in the propagating of the sale of MADE-IN-CANADA goods it will soon have its effect in increasing the prosperity of our industrial centers. These enterprising agents, most of whom would rather settle down to steady work, will be recalled to their former jobs and matters will tend towards their former equilibrium without the odious necessity of enforcing laws.

Your valued journal can have a very great deal of influence with the MADE-IN-CANADA movement amongst the retail trade you reach, although we are free to confess that in glancing through the editorial matter of the above issue we fail to find very few glaring headlines or catchy captions dealing with this very important Canadian economic movement for preservation.

As Mr. Post used to say: "There may be a reason."

THE IMPERIAL VARNISH & COLOR CO., LTD.,
Per H. E. Mihell,

Sales Promotion Department.

AS the writer of this communication suggests a solution of the peddler question, openly hinting that Hardware and Metal has not supported said solution, we desire to state our position clearly and irrevocably.

In the first place, it is necessary to emphasize the fact that Hardware and Metal has not raised objection to any but "professional peddlars." The term was coined by us to differentiate between the out-and-out peddler, who has made a business of hawking goods from door to door, and the man or woman who, thrown out of regular employment, seeks a livelihood by selling goods on the same plan. We are inclined with Mr. Mihell "to admire the man who will get up and earn an honest penny rather than to sit about his home howling 'calamity.'" What is more, we do not believe that any merchant would object to the efforts of an unemployed man to find food for his family by peddling goods, when no other means of livelihood presented itself. The merchant is willing to accept whatever loss in trade he may meet from this unusual form of opposition as part of his share in the cost of war.

But the merchant has a strong and valid objection to the wholesale deprivations of the professional peddler. The merchant is maintaining a store for the accommodation of the public. He gives credit to his customers when they need it. He pays taxes and does his share in the upkeep of public institutions. The professional peddler has no expenses to meet, and is under no obligations of any kind. He takes the people's money without handing back a cent of it in any form. Thus the peddler has such an unfair advantage over the local merchant that the latter is clearly entitled to every protection that the law can afford.

Our correspondent is only partly right in his contention that the pushing of made-in-Canada goods would prove the solution of the peddler evil. It would undoubtedly lessen unemployment and thereby produce work for some of the men now eking out an existence by peddling goods from door to door. **But it would have no effect whatever on the professional peddler.** It is a well established fact that most peddlars carry a cheap line of goods **not made in Canada.** Most peddlars handle articles which the retail merchant would not stock; articles which can be sold only by door-to-door canvas. The professional peddler will continue to sell worthless, trashy goods

to the public, no matter whether merchants were pushing made-in-Canada goods or not. Anyone who understands trade conditions will bear us out there.

It follows that the merchant is entitled to such protection as the law can give him. Mr. Mihell declares his concurrence in the maxim that "people who are least governed are best governed"; which we conclude is an expression of his belief that the competition of peddlars can be overcome better by the solution he advances than by actual legal restrictions. On behalf of the retail hardwaremen of Canada we desire to emphatically declare that the protection of the law is the only consideration that counts with the professional peddler.

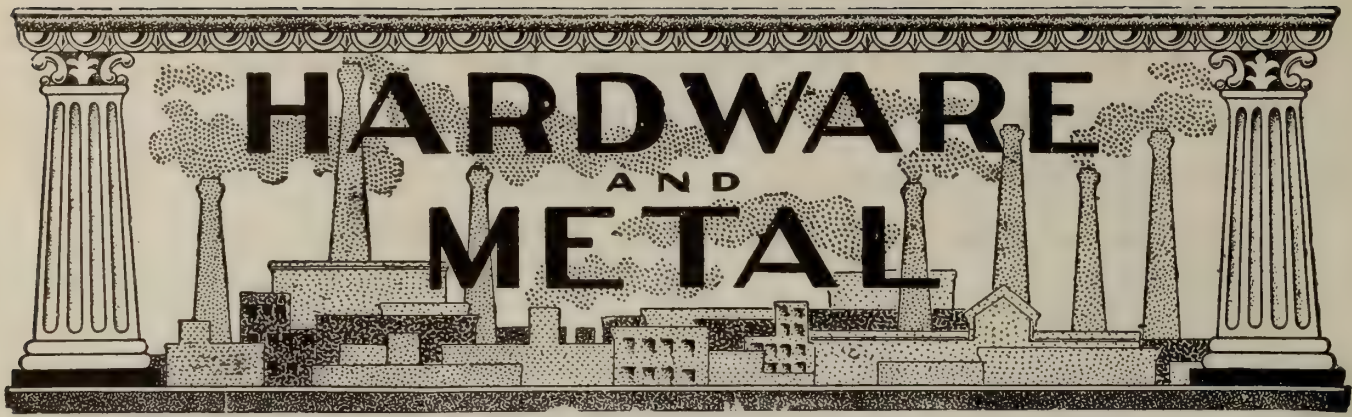
The retailer is in exactly the same position as the manufacturer. The latter asks the retailer to support Canadian business institutions by buying goods made in this country. The retail merchant asks the people to support the interests of their community by buying from local tradesmen. It is exactly the same principle. Manufacturers think that they are entitled to protection from outside concerns. They would in many instances be forced out of business if foreign concerns were able to evade all duties and sell goods direct to the retail trade. In exactly the same way, the retailer is sorely pressed when peddlars are able to sell from door to door, offering goods at low prices because they are exempt from the expenses that the retailer has to bear.

The retailer needs the protection of the law against the peddler just as surely as the manufacturer needs the protection of legal duties against unfair foreign competition. The peddler's license is the "tariff" of the retailer. Professional peddlars are coming in without paying the "duty" or are getting in under technicalities which permit evasion of the law.

Is it any wonder that the retailer objects?

Generally speaking, we do not think we would be going too far in asserting that the retailer is really defending the interests of the public when he keeps the professional peddler out of his community. The professional peddler hawks wares that are usually of a very inferior quality. He comes around and bothers the busy housewife until she makes a purchase—usually to get rid of him. She finds, as was the case with a line of im-

(Continued on page 49.)



Exhibition Postponed

AT a recent meeting of the officers of the Canadian Hardware Manufacturers Exhibitors' Association held at Toronto it was decided that no exhibition be held in conjunction with the annual convention of the Ontario Retail Hardware and Stove Dealers' Association next February.

It was originally planned to hold the exhibition at London, Ont., in conjunction with the Retailers' Convention, and it was expected that the exhibition would be on an even larger scale than the excellent exhibitions which were held at Hamilton and Ottawa. That the exhibition will not be held is not due in any way to a lack of confidence or optimism on the part of the Exhibitors' Association. Arrangements had been made whereby the London Armories, an exceptionally large and well equipped building, was to have been used as an exhibition building. When the war broke out the armories immediately became a busy hive of industry and it is still being used to its full capacity by the military authorities. To expect to be able to secure the use of the armories is entirely out of the question. The only other suitable building of sufficient size in London is a skating rink and as the rink is used continuously during the winter for ice-skating this building would also be unavailable.

There was therefore no other course for the exhibitors to pursue than to call-off the exhibition for February next and to wait until the following year. Members of the Retail Association will be glad to know that although the exhibition will not be held, they will have an opportunity of again meeting in a social way the exhibitors and their representatives. The exhibitors have decided to hold a convention at the same time and place as the retailers.

Cattle Disease and Glass

THE foot and mouth disease in the United States which has spread to thirteen States will have an indirect effect on Canada in several ways, although so far there is no trace of the disease in Canada.

It has been found necessary by the Government here to prohibit the importation for a period of six months of cattle, sheep, swine, hides, heads, raw wool and anything else which might carry the disease. Two of the commodities, wool and hides are of very considerable importance to industries now working hard on army supplies. The prohibition of the im-

portation of these lines will have a serious effect on the industries. Among the commodities included in the quarantine regulations are straw and hay and in this connection the importation of glass is affected. Since the outbreak of war a considerable amount of American glass has been coming into Canada. Large shipments are now held up by the customs authorities on account of the glass being packed in straw. This will mean considerable inconvenience to Canadian importers, for the glass will have to be re-packed or the present packing properly disinfected. A report from Pittsburg, the centre of the United States glass manufacturing industry states that many thousands of dollars worth of manufactured glass is being held in Pittsburgh warehouses because of the quarantine imposed by the Federal Government in the endeavor to stamp out the foot-and-mouth disease. Glass is packed for shipment in hay or straw, and as these are included in the quarantine regulations, manufacturers are unable to obtain supplies in which to pack glassware. Even window glass and plate glass are affected.

The Question of Collections

THE unreasoning optimist is perhaps as dangerous a factor as the confirmed pessimist. It does no good to make sweeping assertions of an optimistic nature which actual facts and conditions would not bear out. On the contrary much harm can be done in that way. Any discussion of the present business situation, therefore, must be approached with a desire to discern actual conditions and to appraise them accurately. It would be unreasonable, even ridiculous, at the present juncture to endeavor to depict conditions as being fully satisfactory or entirely hopeful. The war has had its effect on trade in Canada and will continue to exert an influence that, if not exactly baneful, will certainly not be stimulating.

There are many extremely satisfactory features about the present situation, however, which can be adduced without departing from actual facts. Perhaps the most significant is the improvement noted in collections generally. This improvement is most noticeable in the West and can be accepted as an evidence of a freer circulation of money there. When there is a more or less free circulation of money, business is bound to pick up and the very general report of improved collections can be accepted as the forerunner of a rapid improvement in business generally.

It may also be safely asserted that the farmer is prosperous to-day. He has had a good yield and has got a good price for his crops. Merchants in purely agricultural towns have had no reason to complain of business. It is only in manufacturing cities and towns that the grim weight of hard times has been felt. To expect that the unimpaired purchasing power of the agricultural communities will bring about better industrial conditions is not an unreasonable deduction.

The undoubted improvement in collections should be accepted by the retailer as a signal to press his own collections. Lucky is the merchant who can say at the present time that his collections have been well maintained. Many have been deterred by the outbreak of war from pressing the collection of outstanding accounts but, in view of all conditions, there is no valid reason why an active effort should not now be made to clean-up the books. The money is now available, but with the advance of winter circulation is not likely to become freer.

The Tin Situation

THE most important development in tin during the week was the news that the Australian Cruiser Sydney had destroyed the German Cruiser Emden and that the German Cruiser "Königsberg" had been chased into port off German East Africa.

Eastern shipping is thus relieved of one of the worst dangers with which it was threatened. Since the war the Emden had sunk more than twenty-five English merchant vessels, including the "Trolus" with 975 tons of tin and has been a constant menace to all Eastern shipping. Toronto and Montreal reports indicate an advance in the price of tin during the past week. In fact, nearly all metals are showing signs of firmness. Solder has advanced as a result of the advance in the price of tin. A New York report of recent date referring to tin says: The spot market has advanced to 34 $\frac{1}{4}$ c, bid by dealers, and it is extremely difficult to find any spot tin offering for sale. Fortunately consumers' requirements on new purchases seem next to nothing or the market could easily be run up to much higher prices temporarily.

The Christmas Sales

CHRISTMAS is rapidly approaching. During the next five weeks most of the Christmas gift-purchasing will take place. All departments of the store should be in smooth-running order. If the best results are to be secured all departments and employees must work in harmony. Every department must look its best and all goods should be attractively displayed. Do not get the idea that only the windows should look attractive. All departments in the hardware store should be ready to cater to the Christmas needs of the buying public. Changes in display should be made quite frequently.

A general Christmas window is not going to bring the best results. What is needed now is quick change, both in the windows and in the interior arrangement. The Christmas season is a special season. Shoppers are down town day after day. If they see the same display always they will be inclined to lose interest. If, on the other hand, there is a change they will pause to investigate. In that in-

vestigation they are likely to see something which appeals. They will enter the store, and seeing new things inside will be tempted to buy quite largely.

Our Electro Service

HARDWARE and Metal has recently received a great many letters from retail hardwaremen requesting that we enlarge our electro service. We are now able to announce that a new assortment will appear in the next issue of Hardware and Metal. When the new service for the retailers was instituted a few months ago we expected that retailers would take advantage of the service offered and we have not been disappointed. Large numbers of hardware advertisements now appearing throughout Canada are being illustrated with electros supplied by Hardware and Metal's electro service. Retailers were for many years badly handicapped in their newspaper advertising on account of being unable to secure suitable cuts. Many of the cuts supplied by manufacturers were so large that the cost of space sufficiently large to show them ran up to a considerable amount. There are of course certain lines such as stoves, etc., which should be featured with larger cuts. By using small electros of seasonable hardware lines the merchant is able to feature several lines in one advertisement at a reasonable cost. Our electro service is not a money-making proposition for us. The electros are supplied mounted at the reasonable price of fifteen cents each. Anyone familiar with the cost of electros will see that the price of fifteen cents for a mounted electro leaves no room for profit. Our idea in conducting this department is to help the retailer with his advertising. The catalogue houses use larger numbers of small electros for illustrating their lines and Hardware and Metal is placing the retail hardwareman in such a position that he too can secure suitable electros. Goods well-illustrated are half-sold.

Editorial Briefs

THE "BUSINESS As Usual" sign of the Emden has disappeared.

* * *

GERMANY IS short of lead. What reaches her from the Allies is not in available form.

* * *

A TORONTO paper suggests that if Germany's exchequer becomes exhausted she can pawn the watch on the Rhine.

* * *

THE BUSINESS men of Canada realize that it is just as essential to success in war to keep the lines of business communication open as it is to send troops into the field to defend the colors.

* * *

THE PROMPT and vigorous action taken by National and State authorities on the appearance of the foot-and-mouth disease among live stock ought to result in a speedy stamping out of the malady.

* * *

THE ST. JOHN N.B. Board of Trade letter in referring to the winter port business says: The prospects for a good winter's business this year, despite the war, would seem to be excellent. One steamer load of horses has already been shipped from that port, and another is being loaded. In addition, preparations are being made for an increased export of grain.

METHODS *in* CHRISTMAS MERCHANDISING



In this department are offered suggestions which are intended to help the retail hardwareman in pushing his Christmas sales campaign. This department will be conducted regularly in each issue until Christmas. Contributions to this department from merchants, travelers or retail salesmen will be appreciated.



The Department Stores.

ONE of the chief reasons why the department stores secure such a tremendous Christmas trade is that they make an early start in their Christmas selling campaign, and that Christmas goods are always on display at an early date. The department stores do not wait for trade to come to them—they go after it. They believe in the old proverb that "All things come to them who go after them." Department stores generally start about November 1 to offer suggestions for suitable Christmas gifts and from that time on they bombard the public with suggestions. Newspaper space, window displays, circulars, booklets, interior displays, show-cases and other mediums are used to draw the public to the store. They do not put off their Christmas selling campaign until the last week before Christmas and then try to conduct a huge one-week campaign. That is not their style. They start early and gather in a large volume of business before many of the smaller merchants get started. Although the average retailer is greatly opposed to the department store and mail order house they must admire the latter firms for some of the original ideas they employ in merchandising their wares and many of their ideas can be followed out in a lesser degree by the small merchants. One thing that strikes a visitor to a department store forcibly is the accessibility of the goods on display and the fact that customers can personally and at their own leisure examine the goods on display. The stock is arranged to give the customer every facility for rapid merchandising. Another feature worthy of attention is the price-ticket feature. Nearly all the goods on display are priced with price-tickets, marked in plain figures. In some sections of the department stores the customers practically wait on themselves. The department stores already have their campaigns well under way. How about you Mr. Hardware Retailer. Have you started yours or are you waiting until the last week or two before Christmas before you start to push the sale of the most profitable lines you have in stock. An early start is half the battle. Owing to present conditions competition this holiday season will be more keen than ever before and it looks as though the firms who start an early campaign are the ones who are going to secure the largest share of business.

Hymmen's Holiday Herald.

THE P. Hymmen Co., Ltd., Berlin, Ont., last year issued Hymmen's Holiday Herald, consisting of an attractively gotten-up 16-page booklet featuring hardware goods suitable for Christmas gifts. The Christmas lines were well illustrated, described and priced and included cutlery, cut glass, carpet sweepers, silverware, food choppers, manœuvre sets, coffee percolators, pearl goods, washers, wringers, snowshoes, sleighs, toboggans and a large assortment of children's toys. The introduction appearing on the first page read as follows:

"It is with great pleasure that we hand you this copy of 'Hymmen's Holiday Herald.' It has been compiled with the idea of helping you to solve the question of 'What to Give' and we trust that it will fulfill its purpose.

"Even if Santa Claus had helped us buy the holiday goods we are showing, our store couldn't have been made to look more like a corner of his great Christmas gift shop. There are gifts for boys and gifts for girls; and we haven't forgotten that fathers and mothers are just boys and girls grown up and that they like things in their stockings too."

Limited Purses.

DURING the Christmas rush when proprietors and salesmen are working hard to push the sales of cutlery, silverware, cut glass, vacuum cleaners, brass and copper goods, etc., they are often inclined to overlook a certain class of customer—the man or woman—boy or girl with a limited purse. Customers of this kind are numerous—they would like to spend more but they haven't got it to spend. They will be more numerous than ever this year. Merchants and salesmen should not overlook them. Try and fill their wants as promptly and courteously as you do the wants of your more wealthy customers. There are many articles in a hardware stock—articles which retail from 25 cents to two dollars which can be sold as suitable Christmas gifts. Do not imagine for a moment that all your prospective customers are looking for high-priced gifts that glitter. Many customers are looking for practical articles at a reasonable cost. A retail hardwareman located at Toronto, Ont., told a representative of Hardware and Metal that he thought too many merchants over-

looked the medium-price customer. Last year he sold a large number of carvers in pairs at prices ranging in price from \$1 to \$2 per set, simply because he displayed them and used attractive price cards and show cards. In former years he had simply left this line of goods out of sight and only exhibited them when requested to do so by an occasional customer. The result was that he sold very few. The same line of goods when prominently displayed sold freely.

Give Goods Christmas Appearance.

IT is generally believed that during the coming gift-giving season practical gifts will predominate. Less money will be spent on fancy goods of little or no practical value. This means that the hardwareman will have the opportunity of pushing in addition to cutlery, silverware, etc., such lines as food-choppers, electric irons, toasters, tools, etc. One of the drawbacks in connection with the sale of some of these lines is the absence of packages with a Xmas-like appearance. A hardware merchant last year overcame this objection by wrapping the goods in holly-decorated crepe paper. One of the lines for instance was electric irons. The irons as they came from the manufacturer were done up in plain cardboard packages. Some customers objected to the plainness of the package. The merchant visited a stationery store and purchased a few rolls of holly-decorated crepe paper. He wrapped the boxes with the crepe paper and tied them with narrow red ribbon. This made a wonderful difference in the appearance of the packages and the clerks in showing the goods to customers remarked about the suitability of the packages. Such lines as skates, food-choppers, etc., were wrapped in the same way. The packages were displayed in various parts of the store and in the show window and presented a splendid appearance. The cost of the paper and ribbon was very small.

Christmas Price Tickets.

NEAT price-tickets are valuable at any time, but doubly so during the Xmas gift-purchasing season. At this season of the year in every town and city there are many people who are looking around for goods suitable for Xmas gifts. Many of these people are too timid to ask questions for fear of bothering the clerks, etc., etc.

Very often the prospective customer who does not ask questions will think that the unticketed article is high in price, when as a matter of fact it is just about the price they want to pay. The retailer is liable to ask the question, "Where can I get suitable cards?" They can be purchased at almost any stationery store. Cards measuring about 1½ by 3 ins. bearing the inscription "A Merry Xmas" or "Xmas Greetings" surrounded by a holly border may be purchased at a cost of 5 or 10 cents per package. The blank spaces, on the greeting cards, generally used for individuals' names can be used to mark or stamp the prices of the goods on sale. About one or two dozen cards are in each package. The neat appearance of the cards add greatly to the value of the display as well as giving the customers the price of the various lines of goods on sale.

Lights in Showcase.

THE installation of two show case lamps made a great difference in the display effect of a silent salesman used by a retail hardwareman last Christmas to show silverware and cutlery. A very neat display of high-class goods was arranged in the silent salesman, but the goods did not seem to show up to advantage. The merchant

decided that more light was needed and he had two showcase lamps installed. The cost was very low and the effect was very beneficial. The goods were shown up to splendid advantage and customers were enabled to see at a glance a splendidly arranged glittering display of Christmas goods. Without the show-case lights the goods looked very common, but when the light was turned on the effect was entirely different. Goods shown in the rear of the case were shown up almost equally as well as those near the front of the case. In showing goods, especially cutlery, cut glass, silverware, brass and copper goods, pearl-handled goods, etc., an abundance of light is necessary to show-up the fine finish of the goods. Well-lighted stores, with bright show windows and silent salesmen usually have a strong pulling power.

Christmas Bazaars.

THE Christmas bazaar idea which originated in the large city departmental stores has been followed on a small scale by a great many retail hardware firms during recent years. Some firms are unable to hold a bazaar owing to lack of space. A bazaar takes up some space of course, and very few firms like to have it on the main floor of the store. A bazaar is mainly for the purpose of showing the miscellaneous and smaller things of popular price. It is meant to be a popular centre where customers can congregate and examine an array of popular-priced goods. A good many retail hardware firms hold a bazaar on the second floor. Some times it is called "Toyland" and becomes a rendezvous for children as well as grown-ups. A good many firms have found bazaars to be paying propositions. If you hold a bazaar this year be sure and advertise it. Put up signs all over the store: "See our Christmas Bazaar on the Second Floor." And so on. Take a good-sized panel in your newspaper ad. for your Bazaar "bargains." Some day use the whole ad. for it. Or make it a 50-cent day in the bazaar, or have a 25-cent booth in your bazaar. Or,——, ring in the changes every day or so about that bazaar. You will find it will draw trade, that the sales will be large, and that you will clean out countless odds and ends that might lie on your hands a year in the regular department.

Asking Questions.

THERE is nothing like a pointed question for attracting attention if you have anything to say in your display window, especially if your store is on a busy thoroughfare where people pass in rapid succession, hardly staying long enough to see what is in the window. The rent of a store on St. Catherine St., Montreal, Yonge St., Toronto, or Portage Ave., Winnipeg, is too high to permit people to go by without stopping to look. If advantage is not taken of the window for display purposes, the store might as well be on a side street. The merchant is paying a high rent to have his store in a place where a large number of people are passing.

The M. Philbin Hardware Co., St. Catherine St., Montreal, realize this, and are trying out a rather unique scheme for drawing attention to their window. It amounts to this: The program for next week's window is announced this week on a large card near the base of the window. A series of six displays has been prepared ahead of time.

On a black card, in letters of white, there is a pointed question in one of the Philbin windows, and it is the man whom it may concern will read it, and act upon the suggestion. It is changed weekly. One question ran: "What about that broken window? We will call for, glaze and return promptly. Orders attended to at once."

Series of Patriotic Window Displays

Regina Retail Firm is Running a Series of Patriotic Displays Which Are Attracting Immense Crowds—Display on Trafalgar Day—Now is the Time to Advertise.

Written for Hardware and Metal by Norman A. Ruse, Publicity Commissioner, Regina.

GOOD window displays are being recognized as a powerful selling force in every line of retail trade. The window dresser, with a stock of original ideas, is coming into his own. Some retailers at the present depend entirely on window displays to sell their goods, but this is generally recognized as false economy. A house, which represents the best in window displays, and widely advertises its goods by means of both newspapers and street car banners, is the Glasgow House at Regina. This store at the present time is running a series of patriotic windows, in which goods from all departments of the store are used. One of the best of these displays was that representing a naval battle. A painting representing warships in action formed the background for this display. The painting was draped with Union Jacks, with a picture of King George immediately above the painting. The main part of the display, or the attraction as it might be called, was represented by models of battleships convoying a transport in the foreground. The miniature war vessels were properly protected by toy submarines, etc. Dress goods were arranged to represent the water, so that the scene might have a natural setting.

The miniature battleship and trans-

port ship were composed entirely of goods sold in the store. The sides of these models were composed of cross-cut saws. The gun towers of the two battleships are composed of small tin dishes, while guns are represented by pieces of pipe with emery stones protruding. The funnels are composed of pipe fittings, while the look-out tower is represented by a circular mouse trap. The transport ships' sides are composed of cross-cut saws, while the upper decks are represented by cash boxes of various sizes. Two oil stove wicks do duty as funnels on this ship. The toy department is also represented by a display of toy soldiers on the transport ship.

This particular window display was revealed to the public on the anniversary of Trafalgar Day. Immediately below the painting is printed Nelson's statement: "Britain expects that every man this day will do his duty."

This display was of such a unique nature that thousands of people saw it during the week it remained in the window. At no time during the week was this subject lost sight of, and to obtain a good view of it, it was necessary to have the photographer take the photo after midnight.

Messrs. R. H. Williams & Sons, proprietors of the Glasgow House, realize

the value of this kind of advertising, but ably supplement it with newspaper advertising and street car advertising, as previously stated.

"Now is the time to advertise," Mr. J. K. R. Williams said in conversation. "A little more advertising than a competitor may just result in swinging the balance of trade."

The display was arranged by A. R. Murdison.



High Pressure in Sheffield.

These are days of sensational War Office contracts as regards the quantities wanted. This week the Department named have placed an order with Mapin & Webb, Limited, at Sheffield, for 400,000 unplated German silver tablespoons, and a like number have been shared with five other Sheffield houses, making a total of 800,000. This is by far the largest order for spoons ever placed, and the metal consumed in their manufacture will weigh more than a hundred tons. Other orders of the kind are being executed in Birmingham, and since the war began Sheffield has already supplied nearly a million spoons to the army or to the battalions which have been formed in various parts of the country.—The Ironmonger.



Trafalgar Day Window—one of a series of patriotic trims shown by the Glasgow House, Regina, Sask. Note the realistic background and the men-of-war in the front.

Address of President Taylor to C.H.M.E.A.

Our Duty is to Talk Optimism — To Encourage the Made-in-Canada Movement — Rays of Sunshine Breaking Through the Clouds—Good Home Market in Canada.

The address of President Adam Taylor before the Canadian Hardware Manufacturers' Exhibitors' Association strikes a key-note of optimism. He referred to the fact that many of our Canadian industries have more orders on hand now than at any other time during the past year. He also pointed out that there are eight million people in Canada who must be clothed and fed and with imports cut off, the market will now be divided to a great extent between Canadian and United States firms. President Taylor urges Canadian manufacturers and retailers to show the public what lines are made in Canada, and to push these lines, not simply because they are made in Canada, but because they compare favorably in price and quality with foreign-made goods. President Taylor says: "This is no time to import goods that can be made as cheaply and of as good quality at home."

—Editor's Note.

THE Canadian Hardware Manufacturers' Exhibitors.
Gentlemen:

This meeting is called to-day to discuss all matters pertaining to our Annual Meeting and Convention for February next.

It is our duty at this time to talk optimism—business is in a condition of unhealthiness and fear—our present need is to discover the best way to get business under the double track of safety out of darkness into light. Indeed, I may say my firm belief to-day is that this condition is only temporary—we can shorten it, and it is our duty not to "talk down" but to "talk up"—we must first get ourselves in an optimistic frame of mind. The man who is discouraged can discourage the man who is next to him. If a man has health and strength he has no right to go around with a long face—he only makes things harder for himself and those about him—let every man urge his friends to talk optimism. If business is dull at the moment, a long face and a lip dropping at the corners won't help it—a cheery face with a genuine smile will help to dispel the gloom that may be enveloping some other fellow and we need his support.

Walkerville, One., has adopted a very good "slogan"—

"DON'T ROCK THE BOAT."

Remember that Canada's best contribution to the defense of the Empire is to keep hard at work—provide the food and other necessities of life—let us forget our little quarrels and show our patriotism by keeping the wheels going and the crops growing. In this slogan lies the whole truth.

Made in Germany.

Up to a few weeks ago these words were almost as much part and parcel of every day talk in commercial cen-

tres as C.O.D., but it is a pretty safe bet that "MADE IN CANADA" will—in the not distant future—be a welcome substitute; not a substitute inferior, but a "bound-to-please-quality," and we must do our part in establishing this all-important term "MADE IN CANADA" or "EMPIRE MADE" and our share as above depends entirely on the publicity which we give our goods, and I believe this is the time the Canadian manufacturers should be up and doing and show the Canadian people—especially the Canadian hardware and retail merchants what goods can be purchased in Canada, and if we do not advertise we cannot hope to sell them in competition with well-advertised foreign products unless we let the representative buyers know that Canadian goods of competitive price and quality are on the market. It is up to the manufacturer to show the Canadian buyer and the Canadian people that this is no time to import goods that can be made as cheaply and of as good quality at home. The manufacturer has a right to expect that the hardware buyer will stand loyally by him and buy Canadian goods where possible and as the Canadian Manufacturers' Association has launched a campaign to purchase goods made in Canada—I believe it is up to the Canadian Hardware Manufacturers Exhibitors as well as the retail hardware men to help out that great work and I firmly believe that 1915 will be the banner year.

I do not believe it will be possible to hold the Convention at London in February next as it is impossible to secure the Armouries and there is no building there that I know of that would be large enough to accommodate the exhibitors.

Would it be possible to hold our convention at Niagara Falls? I understand the Clifton House has a very large Ball Room which would take care of our exhibit—that is, if it is agreeable to the retailers to change the place of meeting in February next. There is no doubt that some of our members will be compelled perhaps through the war to work on short hours, and probably some of them close down, but there are rays of sunshine breaking through the clouds—numerous industries making articles of every-day use have more orders on hand than at any time during the last year, or more, and are increasing their working force and hours.

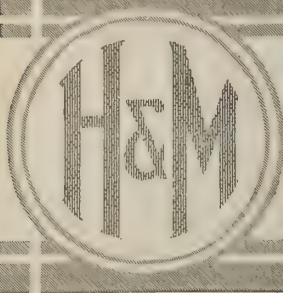
There is a home market of eight million people in Canada who must be fed and clothed and with imports cut off from Europe this market will be divided to a great extent during the next year between Canadian firms and United States concerns. The war should be a signal for many firms to compete more strongly than ever against our friendly rivals from the United States for the control of the Canadian market. Our American competitors are fully alive to the opportunity and your Secretary and I listened to an address by the Hon. John Barrett, Trade Commissioner, also Pan-American Commissioner, who has been in South America and several foreign countries during the last fifteen years in the interest of the United States manufacturer. His address was given to the hardware manufacturers of the United States, urging them on to greater things in exporting and showing them their great opportunities. I will leave it to our Secretary to outline his address, and I believe now as never before, that this is the time to promote the "Made-in-Canada" idea."

Following the address of President Taylor, the proposed Exhibition at London was discussed and it was finally decided that no exhibition would be held next February, but that a convention of the Canadian Wholesale Hardware Manufacturers Exhibitors' Association be held at the same time and in the same city as the Annual Convention of the Ontario Retail Hardware and Stove Dealers' Association.

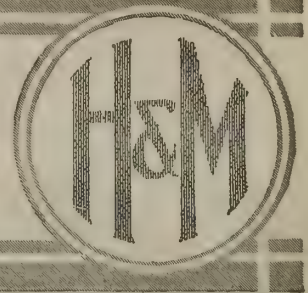


South American Trade.

The prizes of Latin American trade will not fall gratuitously into our hands. Every nation now enjoying a large per capita foreign trade has attained it only through the application of systematic effort and sacrifice. The United States and the ten republics of South America, by reason of their natural products and industry, occupy towards each other a naturally reciprocal position. Properly cultivated a large and mutually profitable trade can be developed. It will be necessary to build from the ground up and the American manufacturer who spends a few dollars on selling literature, printed in so-called Spanish, and depends upon it to win for him fat and juicy orders is apt to waste his money. —Paint and Varnish Record.



Junior Clerk's Page



BIG AND LITTLE MEN.

READERS of this page will no doubt be interested in portions of an address delivered by E. St. Elmo Lewis before the employees of the Art Metal Construction Co., Jamestown, N.Y. Mr. Lewis has recently been appointed vice-president and general manager of the company, and the address was delivered at a reunion of the factory family. The address in part was as follows:—

"I have worked for \$7.50 a week in my life, and when I was working for that amount of money, I was naturally thrown among a class of people who worked for that amount of money. There was just one man out of the group that I knew then, whom I determined to copy, whom I determined to emulate, and I was fortunate, indeed, in the friendship that came through that contact, because that man taught me one thing that I shall never forget—that was that booze and brains did not mix. For 20 years I have watched it, and I have never seen it mix. The man who has brains does not booze, and the man who boozes cannot have brains, and that is the sum and substance of what I have found out in 20 years of active business life.

"The next thing I found out was that a man's payment came almost in direct proportion to the amount of thought and knowledge and learning and skill that he had.

"A man asked me the other day if a man can make a good suggestion, why it was not possible to make him a manager. I will answer that very simply. There is no reason why he should not be made manager, if he thinks manager thoughts. There is no reason why a workingman should not be a foreman, if he thinks foreman thoughts, but if he continues to think \$2-a-day thoughts, he cannot get a \$4-a-day job. That is the world's final answer to all the questions of reward. As a man thinks, so he is. This brings me just for a moment to something that I have thought about a great deal in 20 years. How is a man paid for what he does? He is paid in money, which is the reward in hand that society gives him for the work that he does. He is paid in usefulness, because all of us like to feel that we are of some

use to the day and the hour in which we live, to the firm which employs us, to the family that we support, that we are some use to those we love, that we can render some tribute and some satisfaction to them. As we progress and become better in our work, we are paid in the consciousness of excellence of the thing we do. There is no man or woman in this audience who does not find a satisfaction in having done a work better than it has been done before, because we are conscious that we have acquired a growing capacity to do the best work in the best way. We are paid in power, which is conscious strength, and power comes of knowledge of the best way in which to do a thing, and a mastery of how to do it. We are paid in independence, a knowledge that we ourselves can stand upon our own feet and are masters of our own destiny. We are paid in honor, and honor is what the world gives us for the excellence of the thing that we contribute to the sum of its production in happiness, in wealth, in skill. And lastly, we are paid in happiness, which comes of a quiet conscience, a satisfied heart, a tranquil mind, and the consciousness of having done that which has made our craft better, our day broader, and placed our world of to-day a step beyond the world yesterday.

"After 30 years of watching men come and go in business, in factories, in sales organizations, in office organizations, I am convinced that 90 per cent. of the failures fail because they do not work intelligently enough. A Japanese proverb puts the whole idea in a single epigram. No man will find the best way to do a thing unless he loves to do that thing.

"I like enthusiastic men, because it is the man who is enthusiastic, whose heart, mind, and soul is in his work, who will display that irresistible initiative that is the great quality of all great leaders, such as Napoleon, who while others fiddled over details, he thought and acted, for action, my friends, action, is the distinguishing characteristic of greatness. It was the same of Von Moltke, that man who fought the Franco-Prussian war in 1870-71. It was the same with Nogi, the great Japanese commander. So you see, my friends,

these are the thoughts that occur to me to-night as I think of these men, fellow-workers of yours and mine, who have done the exceptional thing, and who stand out from the rest.

"A big business, my friends, a really big business, grows big men, grows big department heads, grows big managers, grows big superintendents. Carnegie, no matter what may be our opinion of him for his principles, did one thing that demonstrated that he was a big man. He made forty millionaires. He gave everybody a chance.

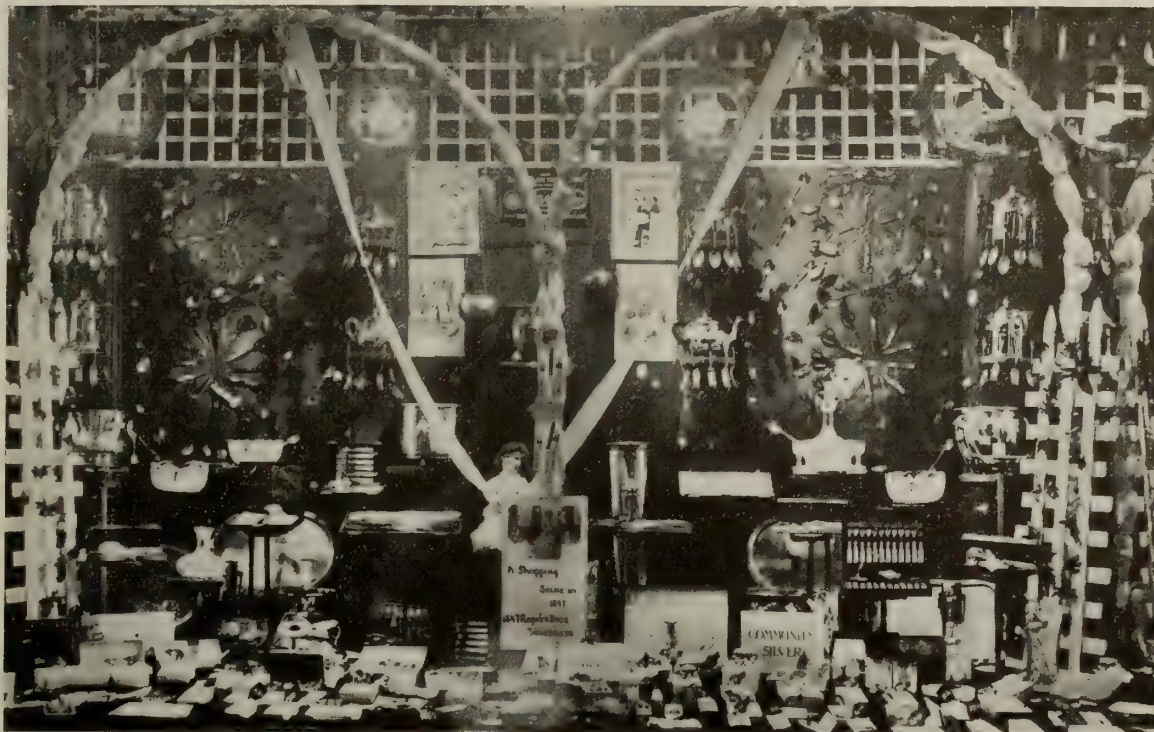
"Now, you can always tell a big man by the fact that he believes fact first, and then he believes in men. You can't be a big man unless you surround yourself with big men. Some men are like a pin cushion, the only thing they will hold is pinheads, and a pin cushion never did anything. It is a convenience and that is all. Some managers are exactly like that. They only believe in the man who totes to them, who sticks by them, who shows a personal loyalty to them. That man is a crooked thinker. I can always tell a manager or a foreman by the number of men he hires and fires. The hiring of men is the most important thing in a factory. It costs a factory from \$3.15 to \$19.65 to hire a single man, and it costs from \$95.16 to \$500,000 to fire one.

"Now, the foreman who is a bad picker, is a bad foreman. I don't care what other attributes he has, he is a liability. We all make mistakes. I made one the other day. I promoted a man before he was ready for it. He developed a swelled head inside of 48 hours, and then I had to fire him. That was one mark against me. I didn't blame the man. I blame myself. It was my fault.

"You foremen, you managers of departments, you have to be leaders; you have to have authority, and I tell you now that the authority in any business, anywhere, flows to the man who knows. It isn't in a title on the door that all helps, all have their place, but authority lies inside of a man's head and his heart, because leadership goes to the man who can lead, and it goes to the man who knows how to lead. So, foremen must be helpers of men, not mere prodders.

"A foreman must have leadership, knowing how his men can do things,

Christmas Window Display Suggestion



The above window display appeared in the show window of The P. Hymmen Co., Ltd., Berlin, Ont., last December. It was entered in Hardware and Metal's Annual Window Dressing Contest and received honorable mention.

The window is 10 ft. 9 in. in front, 12 ft. at the rear, and 6 ft. 8 in. deep, red and light green constituted the color scheme. The background, 6 ft. high, was covered with bright green cotton and was bordered with shears and spoons which were also arranged in ornamental design within the borders. Four pillars pleated with green cotton and with brackets attached, were used to splendid advantage for display of nickel-plated ware, spoons and forks being also used as borders on these brackets. Placed on top of these pillars were rings covered with green cotton and generous clusters of holly with colored electric lights.

A feature of the background was the trellis-work effectively arranged. The lattices were of white on the green background, with trellis running longitudinally at the rear of the large arches, from side to side of the window. There were also two of the latticed decorations, upright, from the floor of the window, at the side of the arches. These lattices were all entwined with poinsette vines.

The display was roofed with a top of beaver board painted sky blue with holly decoration. The bottom of the window was covered with bright red cloth and in the foreground were displayed plated ware, manicure sets, scissors in cases, sewing sets, and other appropriate gift articles.

In the center of the window were erected two large arches ball-puffed with white cotton and circled with green tinsel with large hand-bells suspended from the apexes of the arches. At the rear of and between these arches was a large doll seated in a rocker holding the ribbons directed from the bells. A number of pedestals advantageously placed, formed rests for cut glass, pearl sets, brassware and carving sets. A neat price ticket was attached to every article and show cards were used to good advantage.

The Christmas holiday window display shown herewith, is the work, both designing and arrangement, of R. H. Thornhill.

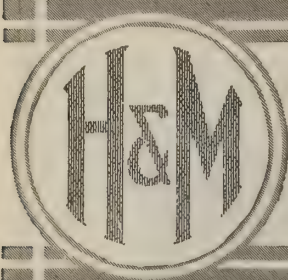
show them, help them, and sympathize with them, make them successful and encourage them to do that which will bring them a reward. I know some men who are mere prodders. They are hustlers—do-it-now men. I watch those men, I watch their record, I watch the men who come and go in their departments, and just as soon as I see men coming and men going all the time, a steady stream of going and coming out, of hiring and firing, I know that man is not a manager, he is not fitted for it, I don't care

how skillful he may be; I don't care how long he has been in the business; I don't care what he knows, he is a liability, and he should not be permitted to spoil the department.

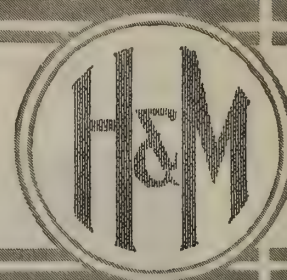
"I have found, in a somewhat busy life, and a somewhat varied one, that the men who are not up on a thing, are generally down on it. I have found men who have never been disturbed in the easy flow of their time and hour, who have made a nice little groove in which they lie down as though they were in a

feather bed. These are the men who are the hardest to handle, the hardest to get to do the new thing in the new way that the day requires. Just think, for a minute, that the outside viewpoint is sometimes the most vital. We get so interested in the work immediately in front of us, we get so interested in the work that is in our office, or our department, we get so used to doing a thing in a certain way, that we resent the fellow who comes along and jars our attention away

(Continued on page 54.)



Current News



Personals.

Geo. M. Edwards, manager of Brander-Henderson, Ltd., Montreal, is in Winnipeg this week on a business trip.

Fire Losses.

Alsask, Sask.—W. H. Warmington, hardware merchant, suffered loss by fire.

Winnipeg, Man.—Parkyte & Co., Ltd., manufacturers of chemical closets, recently suffered loss by fire.

New Firms.

Verdun, Que.—Fabien, Ltee, hardware, etc., have obtained charter.

Powassan, Ont.—L. L. McCloskey, formerly manager of the Burk's Falls Hardware Co., has opened a hardware store here.

Binder Twine Industry.

From Calgary, Alta., comes the announcement that the Western Canada Cordage Co., capitalized at \$1,000,000, will begin building operations within a month. It is said that the plant will be in operation in time to supply twine for next year's trade.

Toronto Visitors.

Mr. Hay, of Podgett & Hay, Agincourt, Ont., has been in Toronto visiting the trade.

Mr. Atkinson, of Atkinson & Brownlee, of Unionville, Ont., was in Toronto this week on a visit to the trade.

Business Changes.

Fiske, Sask.—Estate of Fiske Hardware Co. has been sold to R. G. Thrower.

Edmonton, Alta.—S. J. McClean has disposed of his hardware business to G. N. McKinley.

Moose Jaw Sask.—Alexander Plumbing Heating Co. has been succeeded by Baird & Clark, Ltd.

Bow Island, Alta.—Willmot Bros. have been succeeded by Bow Island Hardware Co.

Obituary.

In the death of W. A. McLeod, managing director of the Stuart Machinery Co. of Winnipeg, the hardware trade lost an old friend, for before coming to Winnipeg, fifteen years ago, Mr. McLeod con-

ducted a well-known hardware business in Almonte, Ont. He will be remembered by very many in the trade in the old province.

J. A. Giard, of St. Hyacinthe, Que., who for the past twenty years has been a traveller for the Crown Whip Co., Rock Island, Que., died on Nov. 9, aged 45.

Takes on New Lines.

L. G. Beebe, Foy Building, Toronto, who formerly represented a German firm, and is well known in hardware circles, now represents Hutchins-Kilbourne Co., Buffalo, N.Y.; Buffalo



L. G. Beebe, Toronto.

Mfg. Co., Buffalo, N.Y.; United Royalties Mfg. Co., New York; Miller Rubber Co., Akron, Ohio; Baltimore Asbestos Co., Baltimore, Md.; American Steel Wool Co., New York; Lincoln Electric Co., Chicago; Twisted Wire and Steel Co., New York; Hero Mfg. Co., Philadelphia, Pa.; Ira F. White & Sons, Bloomfield, N.J.; Illinois Metal Co., Plano, Ill.

Western Notes.

While in the East, on a buying trip, Mr. Lynch, of the Miller-Morse Hardware Co., Winnipeg, attended the Convention of the National Hardware Association, held as usual at Atlantic City. He evidently enjoyed his visit there, though many of the problems discussed were almost entirely those faced by United States houses rather than those faced in Canada. As a result of his trip

at this time, Mr. Lynch seems quite satisfied with one thing; namely, that the conditions of dealers in the West are very satisfactory when conditions dealers are facing in some other parts of Canada and in the States are borne in mind. He seems quite satisfied that this is a good part of the country in which to do business.

Mr. John F. Welshon, of the Reading Hardaw Co., Reading, Pennsylvania, has just returned from a trip through the West, spending the early part of the week in Winnipeg. Mr. Welshon, who knows conditions here thoroughly, having made trips throughout the prairie provinces for a good many years, is very hopeful about present conditions. He says they are not anything like what he had expected. It is true, he says, that the amount of building has fallen off, yet there is a good deal of small construction work going on at the present time, and dealers, he claims, are making very fair sales in building lines. Mr. Welshon also contends that conditions are on a much sounder footing even than a year ago, and that it will not be long before benefits from the present conditions are felt. Though his home is in Chicago, Mr. Welshon is a great believer in the future of Western Canada.



CANADA PAINT CO. CONVENTION.

The Eastern representatives of the Canada Paint Co., Ltd., held their annual Convention at Montreal, October 27th, 28th, 29th. Mr. Aird opened the Convention with a talk on salesmanship and the advances the company had made during the past year. The annual report of the company's business showed that in spite of unfavorable business conditions during the year, the business done was a credit to the organization, and the management complimented the men, particularly Messrs. A. Beauchesne, E. A. Sentenne and T. Avard, who captured the top notch prizes.

Mr. Scott, general superintendent, demonstrated the improvements the manufacturing department had been able to achieve in making the line of Sun Varnish Stain practically absolutely waterproof and of greater covering capacity. A spe-

cial session was devoted to flat wall finishes, and interesting facts and information were readily received by the men.

Mr. Bland, the Western sales manager, was present, and gave an interesting talk on C.P. products, emphasized how the extensive facilities of the company enabled the manufacturing department to produce **quality** in the goods, and give the very maximum paint or varnish value at the minimum price. The advertising manager, Mr. Greene, emphasized the point not to waste advertising—to give every merchant all he is entitled to, but to the man who does not use the advertising, to keep his requisition low. He then reviewed the complete line of advertising and promoting, showing the features for general discussion.

Instructive talks on the manufacture of varnishes and white lead were very interesting to the men.

A very enjoyable banquet was held at the Canada Club, and between courses and smokes the songs of the C.P. men were rendered, accompanied by violin, banjo and 'cello.

Toasts to the King and the company showed the enthusiasm and patriotism that moves the C.P. men to strenuous action when they return to their territories.



ARE THE RETAILERS TO BLAME?

(Continued from page 39.)

ported varnish which was recently being peddled around at 25c the can, that her purchase is worthless or next to it. She wants her money back. If the merchant has made the sale she would get it back. But the professional in-and-outer has folded his tent like the Arab and departed into the horizon.

Hardware and Metal does not desire to voice any objection to Mr. Mihell's plea that merchants should buy made-in-Canada goods. Our object is to show that the adoption of this policy can never serve as adequate protection against the peddler evil and that the merchant is entitled to every bit of legal protection that can be devised. We also desire to express our sense of the injustice that Mr. Mihell's closing sentence places on Hardware and Metal. This paper is a Canadian paper, going to the Canadian trade. Anything which helps the hardware interests in Canada, manufacturing, wholesale and retail, helps Hardware and Metal. Our interests are bound up with the Canadian trade. The policy of this paper always has been to favor the purchase of Canadian goods, all things being equal. As a trade paper we could not go farther than that. Mr. Mihell cannot have read the paper very closely or he would have noticed many articles on the subject in

past issues. The made-in-Canada idea has been featured in cartoons as well as in our editorial pages.

As a paper devoted to the best interests of the Canadian hardware trade, we have endeavored to do our full duty in the past, and will continue to do so in the future.—Editor.

Letters to the Editor

VERITYS LTD.

31 King St., Covent Garden,
London, W. C., Oct. 24, 1914.

Editor, Hardware & Metal,
Toronto, Canada.

As we hear that many of our friends abroad are in doubt as to whether they will be able to obtain their requirements from England, and whether it would not be advisable, therefore, to place forthcoming indents in the United States to ensure delivery, we have advised all our friends and customers that our factories are working as usual; that deliveries are normal; that we are experiencing no difficulty in obtaining supplies of raw material or other goods and that prices have not been altered and there is no reason why business should not be conducted as before the war.

On the other hand, to cope with the extended business which will undoubtedly result, we have already taken steps to increase our factory accommodation, adding three new bays to our works.

If you think this is a matter likely to interest your readers, we shall be glad if you will insert a note to this effect in your next issue.

For and on behalf of VERITYS LTD.,

H. M. W.

Export Department.

The following letter has been received by a Canadian manufacturer's agent from his principals in England. The agent has forwarded the letter to Hardware and Metal with the request that it be published. We would like to have retailers comment on this letter.—Editor.

ARE RETAIL HARDWAREMEN HONEST?

"We have never seen such a set of accounts in the whole of our business. The returned bills and troublesome collections are without precedent, and so we are not continuing the Canadian business. The difficulties we have had in getting payments are sufficient, and on no account in the future will we send any goods to these retailers to whom you have been selling without getting cash with order or before the goods leave our ports. And even in the case of the better firms we should want cash against B/L before the goods were forwarded, and some guarantee that the goods would be received on arrival and not repudiated as some of your customers are doing."

Mr. Editor, what is the matter with the Canadian retail hardwaremen that this should need to be written about them? Are they all dishonest?

MULTUM IN PARVO.



Dominion Incorporations.

Canadian Tar Products Co., capitalized at \$500,000—head office Montreal—to mine and deal in coal, iron, limestone, ores, etc.

Associated Cement Co. (Canada), Ltd., capitalized at \$2,000,000—head office, Victoria, B.C., to search for, make merchantable, manufacture and deal and sell in Portland cement and other products.

Calgary Petroleum Products Co., capitalized at \$1,500,000—head office Calgary—to acquire and take over as a going concern the assets and liabilities of the Calgary Petroleum Products Co., and to bore for and deal in petroleum, etc.

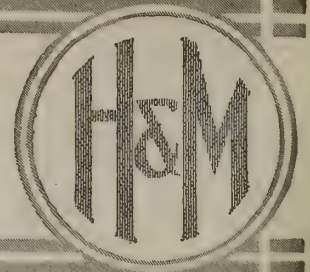


Canada Paint Co.'s Prize-Winning Top-Notchers reading from left to right: L. M. Dansereau, T. Avar, A. Beauchesne, E. A. Sentenne, A. R. Cawdron.



New Hardware Goods

Offered Canadian Hardwaremen



EXTENSION ICE SKATE.

THE Conron Extension Ice Skate here illustrated is offered to the Canadian hardware trade by the Thos. Conron Hardware Co., Danville, Ill. The makers claim that dealers carrying these skates always have the right size in stock on account of the skates being adjustable to any size. The fact that the sole plate can be adjusted up and down the runner makes it possible for the growing boy to buy a pair of skates this year, and not have to throw them away next year on account of his growing foot. The makers state that the skate grows with the boy, and will fit his father also. The construction of the adjustable skates is as follows:—

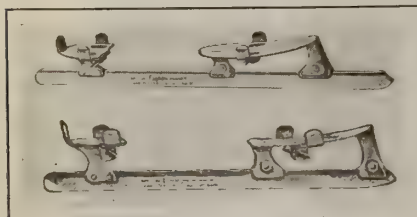
The sole plate supports clamp the runner like jaws of a vise. Inverted necks in these supports, through which pass the bolts, clutch the upper edge of the runner, re-enforcing the skate's rigidity.

The cut-threaded bolts are wedged tightly in their openings and cannot turn nor the nuts become loosened.

The heel on the skate is stationary. The narrow hockey-shaped runner is 13¾ inches long. A narrow and wide outside sole plate clamp accommodates shoes of all widths.

Special Conron runners are used. They have hard tempered edges, yet the backs are tough and soft.

The Conron skates are made this season in the hockey style only. They are nickel-plated, and each pair is packed in a separate carton.



Conron Extension Ice Skate.

Full particulars will be mailed by the makers on request.

GILLETTE BULLDOG.

The Gillette Safety Razor Co. of Canada, Ltd., Montreal, recently placed on the Canadian market the Gillette "Bulldog" razor. The chief difference be-

tween the Bulldog and the other types of Gillette Razors is in the handle, which is thicker and stockier.

The Canadian general manager, Mr. Bittues, says:

"The first 'Bulldog' was designed for the chief of the Gillette organization to



Gillette's "Bulldog" Safety Razor.

meet his desire for a stocky, bulldog handle. He liked it at once, said it shaved better—new grip and balance—more weight and swing to the stroke.

"Other members of the organization adopted the 'Bulldog'; it soon became evident that the extra weight and different balance are fundamental."

Handsome window cards and other advertising material featuring the new line have been prepared for use by retailers.

NO. 104 C. & L. GASOLINE TORCH.

The Clayton & Lambert Mfg. Co., Detroit, Mich., have recently added to their line a new quart size torch, the No. 104, herewith illustrated. The burner is made of special generator metal which, it is claimed, holds the heat longer than the ordinary bronze used in many torches on the market, making the combustion of the fuel more perfect and complete, and producing a steady, pure blue flame of intense heat. The makers claim that a surprisingly small amount of fuel is burned compared with the results obtained in heat efficiency. The tank is made of heavy seamless drawn brass strongly reinforced on the inside. The

bottom is funnel shaped, which makes it easy to fill, fitted with an improved non-leaking filler plug made with leather imbedded into the metal. Patented automatic brass pump with double spring automatic check valve is fitted to the tank and quickly supplies the required air pressure. A hook and support on the burner is made for holding a soldering copper. The new No. 103 torch is similar but with plain burner tube. A complete catalogue showing the complete line of Gasoline Torches, Fire Pots and Braziers will be mailed by the manufacturers to those interested, on request.

Supplies of Skates.

For some years past Germany has supplied cheap metal skates (some of them retailing at as low a price as a shilling a pair) to various countries, but none are available for the season now beginning. Sheffield ceased to make such goods some years ago, being unable to compete with German prices. Many of the retailers have considerable quantities of skates in stock, in some cases bought years ago. Canada has been a heavy buyer of cheap skates. Sheffield retains her trade in the more expensive types of skates, her principal customers being Scandinavia, Holland, and Switzerland, but the paucity of orders received up to date sug-



Clayton & Lambert No. 104 Torch.

gest that the business has been badly hit by the war.—The Ironmonger.

Tact is an extremely delicate quality, difficult to define, hard to cultivate, but absolutely indispensable to one who wishes to get on in the world rapidly and smoothly.

Weekly Market Reports

Statements From Buying Centres

THE MARKETS AT A GLANCE.

Very little change is noted in the business situation. The advent of cooler weather has stimulated the demand for certain lines of fall goods, particularly heating equipment. The metal market, with the exception of tin is unchanged. Tin has advanced 1 cent per pound. The predicted advance in glass has taken place and higher prices are now in effect. The foot-and-mouth disease in the United States is affecting shipments of glass. Linseed oil is firmer. Putty and lead remain unchanged. Naval stores are very quiet. The demand for ready-mixed paint continues fair. Factory trade is quiet. A number of Canadian manufacturers have fairly large staffs turning out supplies for the military authorities. Collections are improving.

MONTREAL.

MONTREAL, Nov. 11.—The general tone of the market in hardware circles has improved considerably during the last week. The break in the weather has greatly stimulated the movement of fall goods. A real touch of winter has visited the province. Skates, hockey sticks, snow shovels, horse blankets, heavy mitts, lanterns, etc., are all moving much better than during the immediately preceding weeks. A large amount of army supplies, such as tin pots, kettles, harness, saddles, saddlery hardware, and other lines, are being ordered in large quantities by the Dominion Government. In all lines the heating business still continues to be brisk, with the exception, perhaps, of heating stoves. This line has fallen off a little, but the increase in the furnace business has more than off-set this. Hot water and hot air furnaces are moving well. Many of the larger buildings and institutions are installing steam equipments, while a new field seems to be opening up for the hot air furnace in the fact that the farmers seem to be ordering furnaces very freely. This new movement in general lines is what has been anticipated for some time past, and is, no doubt, the turning point, which will result in a much better condition of business. This improvement seems to be very general, and hardwaremen are everywhere of the opinion that the business crisis is a matter of the past, and this improvement is only the beginning. The trade in rural centres still continues to be good, and collections are in good

shape. The farmers are apparently well supplied with money.

Metals.—A little more activity has been exhibited in the metal market during the week. The new regulations regarding the shipment of copper, as stated by the British Admiralty, have had no direct effect upon the price of copper as yet, but there is no doubt but that the price will weaken. In copper ware, a decline has been noted, which was caused by the curtailment in the shipments of copper to foreign ports and the consequent accumulation of the metal here. Tin has taken a marked advance during the week, while lead is considerably stronger. In other metals prices have undergone no changes.

Stoves and Furnaces.—The recent touch of winter has stimulated the heating business, and even more orders are arriving now than were being received for the past few weeks. Repair parts are also moving rapidly. It is still rather a matter for conjecture whether or not there will be sufficient building in progress during the winter months to keep the heating business active, or whether it is about to face a dull season. It looks just now as if quite a little business will be moving all winter. In kitchen equipment, such as ranges, etc., there is not a large volume of business. The heating stove seems to be making way for the furnace, and thus the sales of the former are decreasing, while the latter's sales are rapidly increasing.

Ropes and Cordage.—The cordage market has again experienced a quiet week. The volume of trade has been

fair, while the prevailing quotations are shown in the accompanying panel.

TORONTO.

TORONTO, Nov. 12.—There is practically no change in the general situation this week, as regards the condition of the hardware trade. The volume of business naturally varies each day, but the aggregate for the week is about the same as during the past two or three weeks. Taking everything into consideration, business may be said to be fairly satisfactory. There has been a distinct falling off in business compared with last year, but this can only be expected, considering the industrial depression. Still, things are gradually improving, and a greater feeling of confidence is becoming more apparent in the trade.

Indications point to a continuance of the present conditions for some time to come, any change that might come over the situation would be for the better. One thing more than anything else required to stimulate trade is a decisive victory by the Allies. This would not only improve the general tone of the market but would also relieve the financial situation to some extent. The large orders for war equipment and supplies will have a beneficial effect and keep many factories working full time which would otherwise be, in some cases, practically idle, and in others on short time.

MONTREAL QUOTATIONS.

Tin	36c
Spelter	6c
Copper	13 $\frac{1}{4}$ c
Lead, Domestic, cwt.....	\$4.90
Lead, Imported, cwt.	\$4.90
Antimony	18c
Solder, $\frac{1}{2}$ x $\frac{1}{2}$	26c
Wiping Solder	17c to 22c
Aluminum, Ingot	22c lb.
Aluminum, Pattern	23c lb.
Wire Nails	\$2.25 base
Cut Nails	\$2.50 base
Pure Manila Rope	14c base
British Manila Rope.	11c base
African Hemp	11c base
Sisal	9 $\frac{1}{2}$ c base
Lath Yarn	8 $\frac{3}{4}$ c base

A considerable amount of money will be placed in circulation which will benefit the hardware trade and, of course, others also.

The city trade is still suffering from the effects of the industrial depression and compares unfavorably with the country trade, which is distinctly good. There is a fair movement of general hardware in the city and the approaching cold weather will help the stove trade. There is no improvement in the building trade and the demand for builders' supplies has fallen off materially. A revival of active building operations can hardly be expected until the spring, and that will depend to a large extent upon the financial conditions prevailing at that time. As already indicated, the country trade is satisfactory and agricultural conditions perhaps never better. An era of prosperity may be expected in the rural districts which will benefit the trade throughout the country.

There have been no price changes of any importance this week and most lines are steady. The iron and steel trade is quiet and shows no promise of any immediate improvement. Prices on Canadian iron and steel products are stationary, but Pittsburgh prices on bars, plates and shapes for Canadian consumption are weaker, being quoted at 1.15c f.o.b. mills. Pig iron is stagnant, consumers only buying to cover immediate requirements and then usually in small tonnages. The metal markets are quiet with tin showing some strength. Solders are also up 1c this week. The scrap metal market is dull and prices are unchanged. Collections are fair.

Metals.—The general situation in the metal market is similar to last week. Business is quiet and prices generally are steady. Tin is firmer and has advanced 1c, being now quoted at 36c

TORONTO QUOTATIONS.

Tin	36c lb.
Copper	12½c-13c lb.
Lead	5c lb.
Spelter	5¾c-6c lb.
Antimony	15c lb.
Aluminum Ingot	22c lb.
Aluminum Pattern	23c lb.
Solder, ½ and ½	21c lb.
Wire Solder	26c lb.
Wiping Solder	19c lb.
Tinker's Bar Solder	26c lb.
Wire Nails	\$2.25 base
Cut Nails	\$2.70 base
Poultry Netting	50-10-5%
Pure Manila Rope ..	14c base
British Manila Rope ..	11c base
African Hemp Rope ..	11c base
Sisal Rope	9½c base

NEW QUOTATIONS ON GLASS.

The following quotations on glass are now in effect at Toronto. The change in price took place this week. Quotations are considerably higher than those previously quoted:

United Inches.	Star 100-Ft. Box.	Double Diamond 100-Ft. Box.
Up to 25	\$ 6.50	\$ 8.60
26 to 40	7.00	10.00
41 to 50	7.40	11.70
51 to 60	8.00	12.00
61 to 70	8.75	12.75
71 to 80	9.50	13.85
81 to 85	10.50	17.50
86 to 90		18.85
91 to 95		19.20
96 to 100		22.75
101 to 105		32.00
106 to 110		36.00
Discount on Star,		20%
Discount on Double Diamond		20%
Discount on Cut Sizes		20%

The above prices are also in effect at London, Ont.

per pound. In sympathy with tin, solders are 1c per pound higher. Copper is quiet at unchanged quotations. Spelter is unchanged this week, while lead is firm. London Metal Exchange opened November 5th and New York on November 9th for trading in tin, lead and spelter. Prevailing quotations on metals are shown in panel on this page.

Stoves.—This market is steady, with a fair volume of business passing. The country trade is keeping up and is almost normal. Heaters are beginning to show more activity but furnaces are quiet.

Wire Nails and Screws.—Business in these lines is fair and prices have not been changed. Wire-nails are quoted at \$2.25 base and cut nails \$2.75 base.

Rope.—The rope and twine markets are steady and prices are unchanged. Business is quiet. Sash cord and wrapping cotton are steady but the market is dull. The jute situation has improved now that the Indian Ocean has been cleared of hostile warships. Insurance has dropped on cargoes and shipments will begin to move more freely. See accompanying panel for prices of rope.

Oil and Benzine.—There has been no further change in price of benzine this week and the market is steady. There is a fair movement in gasoline and benzine, and coal oil will show more activity with the approach of cooler weather.

Chain.—There has been a slight revision of prices on chain, details of which will be found in our current market quotations. Proof coil chain has been reduced from 10c to 15c per 100 lbs., according to size, and electric welded chain, 3-16, ¼ and ⅜ in. sizes are

25c per 100 lbs. lower. 7-16 and ½ in. are unchanged.

Enamelled Ware.—There has been a change in discount on white ware, which is now 75 per cent. Blue and grey enameware discounts remain unchanged.

Scales.—Quotations on some lines of scales have advanced and the new discount on 4-lb., 24-lb. and 240lb. scales is now 45 instead of 50 per cent.

Valves.—There has been a slight reduction made in prices on valves, the new discounts being: standard compression work 65 per cent., high-grade compression work 55 per cent., fuller work 70 per cent. and basin cocks 70 per cent.

LONDON.

LONDON, Ont., Nov. 11.—The recent cold weather has had a good effect on trade and business with the retailer is very good. A large number of soldiers, part of the second contingent, are in camp here, and they are heavy buyers of pocket cutlery.

Fall lines are moving well. Stoves and heaters are in very good demand.

Paints, Oils, Etc.

Linseed oil has advanced two cents per gallon and quotations are now:

Raw Oil.

	Per gal.
1 to 2 bble.	54c
3 to 5 bbls.	53c
6 to 9 bbls.	52c
5 gal. lots	61c

Boiled Oil.

1 to 2 bbls.	57c
3 to 5 bbls.	56c
6 to 9 bbls.	55c
5-gal. lots	64c

Turpentine has declined two cents per gallon and is quoted as follows:

Per Imp. gal.

1 bbl. lots	65c
2 to 4 bbl. lots	64c
5 gal. lots	72c

White Lead and putty remain unchanged.

Scales.

An advance in the price of some lines of scales has taken place. Four, ten and 240-lb. scales are now quoted at 45 per cent. discount.

Wire, Nails, Etc.

Wire nails are still quoted at \$2.25 base; cut nails at \$2.70 base. Poultry netting is being booked for spring at 50—10—5 per cent.

Glass Advanced.

Window glass has advanced in price and the new quotations are as follows:
New list on cases:

	Single Dia.	Double Dia.
Up to 25 in.	\$ 6.50	\$8.60
26 to 40	7.00	10.00
41 to 50	7.40	11.70
51 to 60	8.00	12.00
61 to 70	8.75	12.75
71 to 80	9.50	13.85
81 to 85	10.50	17.50
86 to 90		18.85
91 to 95		19.20
96 to 100		22.75
101 to 105		32.00
106 to 110		36.00

Less 20 per cent. for both single and double. Single lights, 20 per cent. off light list.

WINNIPEG.

WINNIPEG, Nov. 12.—Although November is usually a very quiet month from the wholesaler's standpoint, a flood of small orders indicate very clearly that the retailers are now feeling an increased demand. November indeed gives promise

WINNIPEG QUOTATIONS.

Solder	25c-26c lb.
Wire Nails	\$2.80 base
Cut Nails	\$3.35 base
Pure Manila Rope—15½c lb. base	
British Manila Rope ..12c lb. base	
Sisal	10½c lb. base
Linseed Oil, Raw	66c gal.
Linseed Oil, Boiled	69c gal.
Poultry Netting	50% off
Turpentine	75c
Galvanized Iron, 28 English	

Apollo:

Fleur de Lis	\$4.75
Queen's Head	5.10
Corrugated Sheets, 28-gauge	
galvanized	\$3.45
Glass, First Break	\$5.25

of proving a very satisfactory business month.

It is of course seasonable lines which are moving most rapidly. Glass, despite the advance struck last week, and despite large stocks laid in against the expected advance, is still in good demand. Building may be quiet here so far as large structures are concerned, but there is evidently a good deal of repair work going on. Putty and building paper as well as glass are being largely bought. The stocks carried by dealers must be low in these lines, and they are now preparing to fill the demands of the farmer. Word from the Western dealers indicates that the farmers are now getting to town in large numbers, the cool weather tending to drive them off the land.

Stove pipes, elbows and stove accessories are being largely ordered at the present time. The demand for rifles and ammunition has improved materially, while for electrical goods, cutlery and other Christmas lines a very good demand is being felt.

As far as price changes are concerned there is little to report this week. All lines of gasoline mantles, quite generally sold in the West, are up 20 per cent. The advance is due to the war conditions. As for the rest, prices are steady.

No Low Grade Pocket Knives.

With the outbreak of war, and the consequent stoppage of German supplies, there was a good deal of doubt as to how many lines formerly secured from Germany could be obtained from Canadian, British and American manufacturers. The present opinion on this point seems to be that there is not going to be any real scarcity of any line except the very cheap grades of pocket knives. These will be practically off the market, but there will be good supplies of the moderate grade pocket knives, and it is doubtful if the dealers will suffer in the least. Indeed, there seems an opportunity for the sale of a higher class article, which will give better satisfaction and upon which the profit will be larger.

New Sources of Supply.

United States manufacturers have evidently made great efforts to look after the razor business, a good share of which formerly went to German houses. It seems that adequate supplies can be secured from these sources. The prices may be somewhat higher, but the advance will not be such as to cause any to hesitate. With scissors the same state of things exists. There is now no doubt that good stocks can be secured. Gimlets show a little different state of affairs. The very cheap gimlet made in Germany will not be replaced by English or American manufacturers. There

will be, however, a very much better grade of gimlets available at prices to retail from 5 to 10c.

No General Advance.

The situation as it develops indicates pretty clearly that the dealers have no need to fear lack of supplies. From what is said by buyers who have just been making arrangements to substitute for German lines, there is evidently small reason for dealers to fear any great general advances in price. It is true some very cheap lines will be off the market, as has been stated. On the other hand, factory labor tends to be cheaper now than for some little time, and this is expected to result in a steady tone to the market.

Stoves continue to move well. During the week good orders for heaters have been received. Furnace business is nearing a close for the season. A fair demand, however, is still felt.

**CHEERFUL FEELING.**

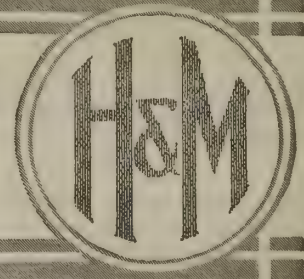
Cleveland, Ohio, Nov 12.—The Iron Trade Review to-day says:—Increased interest to buyers in the pig iron market has caused a much more cheerful feeling in some sections of the country. This change is attributed largely to the belief that the attitude of the Government toward business will be less radical during the next two years. A fair amount of foreign business in finished materials is being received. A Cleveland manufacturer will make 25,000 steel barrels for export. About one-third of the product of the wire mills of the country is being exported and some additional orders for machine tools have been placed during the past week for export, but the rush in the foreign department for machinery has abated. Some further important business for export is expected to develop soon.

**FROM SASKATOON.**

"We are beginning to realize that things are not nearly so bad as we thought; in fact, that there is really little to complain of in the light of comparison with elsewhere. This season's crop will bring us in more money than that of any past season. Of course, the realty income is defunct. This has a heavy bearing upon the general public; it meant building, much building, and that meant work, which in turn meant wages and the general circulation of a great deal of money which is now conspicuously absent. We have been thrown back upon our legitimate resource—the land. Everything is working out beautifully." This is an extract from a letter received by Financial Post, one of the publications of the MacLean Publishing Co., from one of its readers in Saskatoon.



Paint Department



Fall and Winter in the Paint Department

Are There Opportunities for Making Paint Sales During the Winter Months?—What Class of Work Can be Done?—Lines to Push.

Written for Hardware and Metal by Henry Lewis.

NOW that the wintry weather has made its appearance and there has been a cessation of outside activity in many lines the merchant looks for new avenues of business. In his endeavor to keep up the sales-end of his business and in the rush of selling new lines which are in demand as a result of the advent of cooler weather, the merchant is sometimes inclined to overlook possibilities which exist in some of the regular departments in his store.

Let us look for a few moments at the question of winter paint sales. It is the general opinion of a number of dealers to-day that after the early fall rush has been satisfied and paints get quiet, that there is no further demand for them until the following spring rush starts in. Many merchants seem to be satisfied to wait for this demand and apparently are following the old proverb which runs somewhat in the following manner—"Everything comes to him who waits." Why wait for a demand when you could, by throwing out a suggestive hint to your customers, create one? Is it your opinion that the merchant who "waits" makes the same progress as the merchant who is not satisfied to wait but goes out after this demand and meets it two or three months in advance of his competitor? Which of the two appeals to you as the one to succeed?

Some people will ask, "what class of painting can be carried on during the winter months." Outside work of course is suspended during the cold weather so naturally we will have to direct our attention to inside work, altogether. Now the question arises what advantages are there in painting at this time of the year. First and foremost comes the answer temperature. There is but little doubt that when the stoves and furnaces are going full blast that the air as well as the walls and ceilings of any

house are much dryer than during the summer, spring and fall. Therefore, it seems that for inside decorating a better season could not be chosen.

The home of nearly every man is used during the winter months for entertaining, or even spending quiet evenings there, and everyone will admit that the more attractive and pleasant the home appears, the more pride the family will take in it. Almost every man spends quite a number of evenings at home during the winter months and these could be devoted to the brightening up of his home.

These facts will have to be brought to the attention of your customers as most people think the proper time for this work is in the spring. Why should any man live in his house all winter and then as soon as he can take advantage of the outdoor air by enjoying his evenings on the verandah or elsewhere, start to paint up the interior of the house and leave it open all summer?

One of the quickest ways to bring these facts before your customers is to make a window display of paints used for inside work. Possibly a couple of neat window cards bearing helpful suggestions would break the ice, or in other words, bring the attention of your customer or the passer-by to the idea of brightening up his home. It is also a good idea to mention these things to customers who enter your store, as it could be done with out any trouble while waiting on them, and point out to them the advantages to be gained by doing this work at the present time.

Some dealers are inclined to scoff at the over-the-counter-suggestion idea. Let them scoff. More goods are sold by wide-awake merchants and salesmen by over-the-counter-suggestions than by any other sales method.

The man who simply sells a man what

he asks for without throwing out a few gentle reminders about other lines is indeed a poor salesman and his type is becoming extinct.

Perhaps the most redeeming feature of painting up during the winter months by the man who does not do this work himself will be the argument of cost. In the first place labor is cheaper than in the summer months, as it is the off season of the trade, and naturally those employed in that work are only too anxious for employment and will not make their prices too stiff. Then again, skilled workers could be secured, as there would be a larger field of men to choose from. The lines which would come into prominence would be floor preparations, varnishes, stains and paints for walls, etc. Even if it is impossible for a man of ordinary circumstances to spend the money for labor this work can all be done by an amateur as there are no fancy or delicate parts to paint.

As for the matter of color effects, if a salesman is a thoroughly up-to-date paint salesman, he can make suggestions as to color schemes, and therefore assist the customer to choose wisely.



BIG AND LITTLE MEN.

(Continued from page 47.)

from that work there and asks us to do it in a different way. We decry against it, and try to fool ourselves. We don't enter into the proposition and make an examination to find out whether it is right or not. We don't find out whether it is true or not, but we make use of some cant phrase, as though we were damning it and we say, 'It was never done before,' or 'This business is different,' or 'What does he know about the metal furniture business?'

"Why, my friends, all great changes come from the outside. Did you ever think about that? It is true. Pasteur, who discovered the antitoxin for a mad dog's bite, for instance, was not a doctor at all. Most of you thought he was. Bell, the inventor of the telephone, was not an electrician. Morse, the man who invented the telegraph, was a portrait

(Continued on page 56.)

MARTIN-SENOUR PAINTS AND VARNISHES

MADE IN CANADA

AS OTHERS SEE US

Being the third of a series of letters from Dealer Agents testifying to the gratifying service and satisfaction they derive from the sale of Martin-Senour Paints and Varnishes.

COPY OF LETTER.

Messrs. Martin-Senour Co.,
Montreal, Que.

Niagara Falls, Sept. 21, 1914.

Gentlemen:—

As the season 1914 draws to a close, we would like to take this opportunity of thanking you for your co-operation and attention.

Since handling 100% Pure Paint, I am getting more and more to realize that previously I was really not in the Paint business, although I handled what was called a leading line of paint.

I feel that I have now the best Paint that money can buy and the most complete line, satisfied customers, and ultimate success.

Again thanking you, I remain,

Yours very truly,

FRED. F. HEXIMER.



The **MARTIN-SENOUR** *Co.*

LIMITED

PRODUCERS OF PAINTS AND VARNISHES

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MONTREAL

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GLASS

of
every description
for building purposes

*Sheet, Plate, Figured
Leaded, Mirrors*

A trial will convince you that our
quality, prices and service are a triple
combination hard to beat.

**The Consolidated Plate Glass
Company of Canada, Ltd.**

241 Spadina Ave., Toronto.
30 St. Sulpice St., Montreal.
375 Balmoral St., Winnipeg.

THE FLOOR WAX

That is Used by the Largest
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There is
a Reason

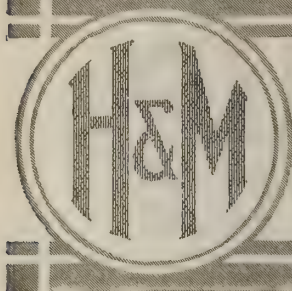


Let Us
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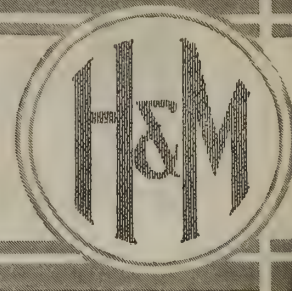
Used by the Leading
**HOSPITALS, INSTITUTIONS, CORPORATIONS,
CLUBS, FLOOR FINISHERS,
DECORATORS, Etc.**

Made in Canada
Full Net Weight.

COOKE & BOULTON 185 King Street East,
TORONTO



Weekly Paint Markets



MONTREAL.

MONTREAL, Nov. 11, 1914.—A very quiet week has been passed in the paint trade. Business has been a little brighter than usual because the end of the season of navigation is approaching, and this always brings a little rush of business. Aside from this, the conditions of the market are very similar to last week. The recent cold weather throughout the province has tended to make the trade in outside paints for immediate use, very dull. However, paints for indoor use seem to be moving along rather well. Of course, this being the dull season not a great deal of business was anticipated. Considering all things, though, the paint situation is in a very healthy condition. The linseed oil and turpentine markets have also had a very quiet week. Very little business has been done in the turpentine market. However, linseed oil is quite apt to fluctuate because flax seed is not tending to be steady. The glass situation is still a serious one and there is no relief in sight. Quotations will probably be advanced within a week or two.

Linseed Oil.

The last week has seen the fluctuating linseed oil market settle down to a fairly steady figure. Flax seems, however, to have a tendency toward fluctuating, so linseed oil may be affected at any time. The demand is not heavy and there seems an abundant amount of oil to be had at the following price: Linseed oil, raw, .52c and boiled, .55c per Imp. gallon in one to five barrel lots.

Gasoline and Benzine.

These two commodities are in very much the same state as they were a week ago. The consumption of gasoline is somewhat below that of a year ago. The prevailing gasoline quotations are:

In drums, ex warehouse Montreal, 15¹/₂c per Imp. gal.

From tank wagon, city delivery, less than 100 gallons, 15c.

In 100-gallon lots and over, 14c.

Turpentine.

A very quiet week has been passed in turpentine; the trade has been dull but the price has not changed. If trade improves the price may hold, but there is a tendency to weaken.

Quotations:	Per Imp. gal.
1/2 bbl. lots .....	.68c
1 bbl. lots .....	.65c
2 to 4 bbl. lots .....	.64c
5 to 10 bbl. lots .....	.62c

Glass and Putty.

There is, of course, no improvement in the glass situation. As the supply of Belgian glass is being exhausted the price of glass is bound to go up. The American glass can not be supplied as cheaply as the Belgian product, but the quantity can be obtained.

TORONTO.

TORONTO, Nov. 12.—Business for October is generally considered to have been satisfactory. The country trade was good, although the city trade showed some falling off as compared with the corresponding month last year. The decrease in business in the city was anticipated, owing to the depression, so few were disappointed. There is a better demand for paint from manufacturers, as more factories are in operation than was the case a few weeks ago. Paint for exterior work is in little demand, but for interior work there is fair business passing. The situation in the building trade shows no improvement, and is hardly likely to do so until the spring. The lateness of the season is beginning to affect the paint trade.

The outstanding feature to be noted this week is the glass situation, which is unprecedented. The long anticipated rise in price has become an actual fact, while in other respects the position is complicated. Linseed oil has been advanced again, but turpentine is steady at last week's figures. Putty and white lead are unchanged, with a fair volume of business. There have been no changes in prices of paint this week, and the market is steady.

Linseed Oil.—There has been no change in the price of oil this week on account of flax seed going up, and the grinders advancing the price cover this. The market is quiet. The following prices are in effect in Toronto:

	Raw.	Boiled.
Single bbls.	54	57
3 to 5 bbls.	53	56
6 to 9 bbls.	52	55

Turpentine.—There has been no fur-

ther change in turpentine, and the market is steady. Business is quiet. The following prices are being quoted in Toronto:— Single barrels, 65c; 2 to 4 barrels, 64c per Imperial gallon.

Glass.—An increase in the price of glass has been predicted by Hardware and Metal for some time past, and on Tuesday the dealers decided to revise the schedule. Although trade has not been particularly brisk of late, stocks of Belgian glass are almost depleted, making it necessary to go to the States for supplies. Pittsburg glass being higher than the Belgian product has made it necessary to revise the price in Canada in proportion. Little trouble is being experienced in obtaining supplies of English glass, although the manufacturers have a large number of employees engaged in military service. The new list which is based on American costs will be found in a panel on page 52.

A curious and most unusual state of affairs has recently come to our notice. An outbreak of foot-and-mouth disease among cattle in several States across the line has caused the Canadian Government to put an embargo on all importations of straw and hay into Canada from the United States. As glass is packed with these materials, the result is that all shipments of glass have been stopped at the border until they can be repacked with some other suitable material.

Putty.—A fair volume of business is passing in putty and prices are being maintained.

BIG AND LITTLE MEN.

(Continued from page 54.)

painter. Ingersoll, the man who made a watch for a dollar, thereby making the dollar watch famous, was a farmer. He wasn't a jeweler, nor a watchmaker. Columbus, who discovered America, wasn't a sailor. He was a comber of wool. Cromwell, who gave to England its second Magna Charta, was not of the royal blood, yet he sat upon the throne. The Cambria Steel Company was in the last depths of despair and near to bankruptcy when a mere dry goods merchant took the presidency and made it a great financial success. Napoleon, the conqueror of Europe, was a mere Corsican adventurer, and Garibaldi, who remade Italy, was a plebeian, red-shirted working man."

The Complete Campaign

EVERYWHERE every man in the Empire is called upon to contribute his quota to the final issue of the Great War.

It is of vital importance to The Complete Campaign to keep the channels of trade open, to circulate the coin of the realm, to develop our resources, to provide work for the worker and to supply the consumer:—but production and distribution come before consumption.

The distributor is *the central* figure in the campaign.

Our campaign started with the product we manufacture—a White Lead with a record of One Hundred and Seventy-five years behind it—Brandram's B.B. Genuine White Lead. B-H "English" Paints, in which the only White Lead used is Brandram's B.B. Genuine, followed in due course.

Our complete campaign on B-H "English" Paints is carefully planned, attractively produced, compelling in its sales-power and cumulative in its effect, adding to the welfare of the distributor.

This campaign includes all good, modern advertising, bulletin boards, posters, farm journal and newspaper advertising; outdoor and indoor display; booklets, folders, etc.

It is an essential part of your business artillery and will enable you to reduce the resistance of the most strongly fortified position.

A postal card addressed to any of our offices will bring you the *complete plan of our complete campaign*.

BRANDRAM-HENDERSON LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

A

ALUMINUM.

Ingot, 99% pure, lb. 22c
Pattern, lb. 23c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 50; 22 short smokeless, 55 and 5; 22 long rifle, black and smokeless, 40 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Center Fire Pistol Cartridges, 20 and 2½; Center Fire Sporting and Military Cartridges, 10%; Primers, 10 and 2½; Brass Shot Shells 45 and 12%; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, and Nitro Club Remington, and "Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 per cent.; "Regal" Dense Smokeless Powder, 30 and 10 p.c. "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot standard, 100 lbs., \$15, 45 p.c.; cash discount, 2 p.c. 30 days; net extras, as follows: subject to cash discount only: Chilled, 40c; buck and seal, 80c; No. 2S ball, \$1.20 per 100 lbs.; bags less than 25 lbs., ½¢ per lb.; f.o.b. Montreal, Toronto, Hamilton, London St. John and Halifax freight equalized.

ANTIMONY.

Cookson's or Hal-
lett's 18 00 15 00

ANVILS.

Buckworth per lb. 0 10½

AUGERS.

Ford's auger bits 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger 70 p.c.
Rockford's auger 50 and 10 p.c.
Gilmour's car 47½ p.c.
Clark's expansive 40 p.c.

AXES.

Daisy doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black Diamond, doz. 9 00
Samson single bit, doz. 9 00
Samson single bit, handled, doz. 12 50
Samson double bit, doz. 12 50
Samson flooring axes No. 2, doz. 9 00
Single bit, doz. 6 75 9 50
Double bit 10 50 12 00
Hunters' Axes 5 00 6 00
"Beys" Axes 5 75 6 50
Bench Axes, Samson.

No. 3, doz., net 9 00
No. 3, doz., net 9 30
No. 4, doz., net 10 25
No. 5, doz., net 11 50
No. 6, doz., net 12 00

B

BABBITT.

Canada Metal Co., Ltd.—Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6 to 60c lb.

Thomas Robertson & Co., Ltd.
—No. 1, 27c; No. 2, 18c; No. 3, 14c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, 2 and 3.

Alonzo W. Spooner, Ltd. — Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2 Nicoluminam grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6¢ to 60c lb.

BELTING (Leather).

Extra, 50 and 10 per cent.
Standard, 60 per cent.
Lace leather, per side, \$1; cut laces, No. 1, \$1.25.

BENZINE. Montreal Toronto
Single bbls., gal. 0 20 0 18
3 bbls. 0 17½

BOLTS AND NUTS.

Carriage Bolts (\$1), list, ¾ in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts (\$1) list, 7-16 in., 52½ and 12½%
Machine Bolts, ¾ in. dia. and smaller, 70 and 5 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 and 5 p.c.
Sleigh Shoe Bolts, ¾ in. dia. and smaller 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 and 5 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 and 5 p.c.
Plow Bolts, 55, 10 and 5 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts (\$3) list, 50 and 10 p.c.
Step Bolts, large head (\$3) list, 50 and 5 per cent.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4½¢ off list.
Nuts, Hexagon, 4¾¢ off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 50 and 7½ p.c.
Tire Bolts, 75 p.c.

BRASS.

Per lb.
Springs, sheets, up to 20 gauge 0 25
Rods, base ¼ to 1 in. round 0 22
Tubing, seamless base 0 24
Tubing, iron pipe size, 1 in. base 0 24
Copper tubing, 4c extra.

BUTTS.

Plated, bower barff and nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 and 5 per cent.
Crescent brands, 75 p.c.

BARS (Clothes).

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range).

30-gallon, Standard, \$4.50; extra heavy, \$7.

BOARDS, BAKE.

Per doz.
No. 0, ¾ inch rim, 16x22... 4 25
No. 1, ¾ inch rim, 18x24... 4 75
No. 2, ¾ inch rim, 18x28... 5 25
No. 3, ¾ inch rim, 20x30... 5 30
No. 0, ¾ inch rim, 16x22... 4 60
No. 1, ¾ inch rim, 18x24... 5 30
No. 2, ¾ inch rim, 18x28... 5 60
No. 3, ¾ inch rim, 20x30... 6 30

BOARDS (Ironing).

Size 12x60 ins., doz. 7 20
Size, 14x60 ins., doz. 8 40
Folding, 14x60 ins., doz. 16 50

BOARDS (Sleeve).

Basswood, stationary, doz. 1 50
Folding, per doz. 3 50
Folding, without sleeve .. 19 00

BOARDS (Wash).

Per doz.
Pony 1 20
Crown 2 05
Dandy 2 25
Improved Globe 2 35
Standard Globe 2 45
Neptune 2 45
Original Globe 2 75
Newmarket King 2 75
Jubilee 2 75
Victor (Glass) 3 50
Diamond King (Glass) 3 75
Western King (Enamel) ... 3 50
Beaver (Brass) 3 50

BRUSHES.

Weighted, 15 lb., per doz. 14 70
Weighted, 20 lb., per doz. 19 30

C

CANS.

Milk cans and pails, 25 and 5%
Creamery cans, 25 and 5%
Railway cans, 40 and 2½%.

Hand, delivery and creamery cans, 35 p.c.

Cream cans, 35 p.c. with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Milk can trimmings, 12½ per cent.

Common, cork-lined, 35 per cent.
Cans, jacketed.

1 gal. jacketed, per doz. ... 2 70
2 gal. jacketed, per doz. ... 3 60
3 gal. jacketed, per doz. ... 4 20
5 gal. jacketed, per doz. ... 4 80
10 gal. jacketed, per doz. ... 8 40

CEMENT AND FIREBRICK.

Less than carload lots ... 1 85
Portland, per bbl., carload lots, f.o.b. Toronto 1 55
White Bros. English. 2 00 2 05
"Lafarge" cement, in wood 3 46
Fire brick, Scotch, per 1,000 23 00 28 00
Fire Brick, English. 17 00 21 00
Fire Brick, Am., low. 23 00 25 00
Fire brick, Am., high. 27 50 31 00
Fire clay (Scotch), net ton 6 50
Fire clay, Am., net ton 5 00 10 00

CEMENT (FURNACE).

1½ lb. tins, per doz. 1 00
6 lb. tins, per doz., lb. 0 05
25 lb. tins, per doz., lb. 0 04

CEMENT, ROOFING. Per gal.

Roofing cement (in bbls.) .. 0 17
Cement (in 5 and 10 gals.) .. 0 19
Cement (in 2 gals.) 0 25
Cement (in 1 gal.) 0 30

CHALK.

Carpenters, colored, per gross 0 65 0 80
Carpenters lead pencils, per gross 2 40 6 75
Crayons, per gross. 0 20

CHISELS.

Cold chisels, 5x6 in., doz. ... 2 20
Bevel edge, 1 inch, doz. 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, \$7.25; 5-16, \$5.10; ¾, \$4.35; 7-16, \$4.05; ½, \$3.80; 9-16, \$3.80; 5/8, \$3.65; ¾, \$3.60; ¾, \$3.40; 1, \$3.20.

Electric Weld Coil Chain—BB, 3-16 in., \$9 per 100 lbs.; ¼ in., \$6.25 per 100 lbs.; 5-16 in., \$4.65 per 100 lbs.; ¾ in., \$4 per 100 lbs.; 7-16 in., \$4 per 100 lbs.; ½ in., \$4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., \$11.50 per 100 lbs.

CHURNS.

No. 0, \$9, No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, London and St. Mary's, 40 and 10 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 p.c.

CLEANERS (VACUUM).

Eureka Electric, each \$35 00
Cadillac Vac. Sweeper ... 5 50
Cadillac Combin'n Cleaner. 6 50
Cadillac Electric, Model C. 18 00
Cadillac Electric, Model D. 20 00

COMPOUND.

Soclean Sweeping. Per case.
4½ lb. size, 2 doz. in case. ... 4 50
8 lb. size, 2 doz. in case ... 7 20
17 lb. size, 1 doz. in case. ... 6 75

COPPER.

Montreal Toronto
Casting ingot \$13 25 \$13 00
Bars, ½ to 2 in. ... 23 00 27 50
Plain sheets, 14 oz., 14x28 in., 14x60 in. 21 00 29 50
Copper sheet, tinned, 14x60, 14 oz. 23 50 30 50
Copper sheet, planished, 14x60, base. 29 00 37 50
Braziers' in sheets, 6 x 4 base 24 00 29 50

CORD (SASH).

No. 5, Special 0 50
No. 6, lb. 0 27½
No. 7, lb. 0 26½
No. 8, No. 9, No. 10, No. 12 0 26

CRATES.

Humpty-Dumpty, egg, doz. ... 3 75
Ideal egg boxes, with filler, 12 doz. size, per doz. 3 50

CANADA PLATES.

Ordinary, 52 sheets .. 2 75 3 00
All bright, 52 sheets. 3 85 4 00

Galvanized.
Apollo D. Crown Gorbais
18x24x52 .. 4 45 4 45 4 60
60 .. 4 70 4 70 4 85
20x28x30 .. 8 90 8 90 9 20
20x28x80 .. 9 40 9 40 9 70

M.L.S. and Famous— Per box
I C, 14x20 base \$7 00
I X, 14x20 base 6 00
I X X, 14x20 base 7 00
I X X X, 14x20 base ... 9 50

CHARCOAL TIN PLATES.

Raven and Murex Grades—
I C, 14x20 base 5 00
I X, 14x20 base 6 00
I X X, 14x20 base 7 00
I X X X, 14x20 base ... 9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base 4 65
I X, 14x20 base 5 65
I X X, 14x20 base 6 65

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets 7 40
I X, Terne Tin 9 40

COKES BRIGHT.

Bessemer Steel—
I C, 14x20 base 4 50
20x2S, double box 9 00

CLEVICES.

7½¢ per lb.

CLOCKS, ALARM.

Good Morning, ea. 0 80
Look Out 0 92
Big Ben 2 00
Baby Ben 2 00

CROWBARS. 4½¢ per lb.

D

DRILLS.

Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.

THE FIRST LINE OF DEFENCE

against decay is paint,—of some sort. The better the paint the more secure and lasting is the defence.

Jamieson's Pure Prepared Paints

possess wearing qualities that will make them pre-eminently satisfactory to your customers because of the many long years of experience which each drop represents.

Agencies open? Yes, a few. Write us.

R. C. JAMIESON & COMPANY, LIMITED

Established 1858

Montreal

Vancouver

Owning and operating P. D. Dods & Co., Limited

Makers of Jamieson's Pure Prepared Paints.

THE CANADA METAL CO., Limited

FRASER AVENUE, - TORONTO

MANUFACTURE

DIE CASTINGS AND
BULLET PLANT

BRASS, BRONZE AND
ALUMINUM CASTINGS

BRASS FERRULES,
SOLDERING NIPPLES

TINNING AND PLANISHING

LEAD PIPE,
TRAPS AND BENDS,
BLOCK LEAD, BAR LEAD

BABBITT METALS,
GUARANTEED FOR
EXCELLENT SERVICE

LEAD SASH WEIGHTS,
LEAD SEALS,
LEAD FISH WEIGHTS

BATTERY ZINCS,
FUSE WIRE,
IMPERIAL SOLDERING PASTE

BATHS, LAVATORIES AND ALL PLUMBING SUPPLIES.

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., \$14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

1 C, 14 x 20 base ... 7 00 7 00
1 X, 14 x 20 base ... 8 25 8 25
1 X X, 14 x 20 base ... 9 50 9 50

DUCK.

Yarmouth Double		Standard	
29 in.		Single.	
7 oz. 0 17½	6 oz. 0 12½		
8 oz. 0 19½	7 oz. 0 14		
10 oz. 0 24½	8 oz. 0 15½		
12 oz. 0 29½	9 oz. 0 17½		
	10 oz. 0 19½		
	12 oz. 0 23½		
	15 oz. 0 32		

Emery wheels, 67½% discount.

F**FILES AND RASPS.** Per cent.

Disston's	75
Great Western American ..	75
Kearney and Foot, Arcade ..	75
J. Barton Smith Eagle ..	75
McClellan Globe	75
Black Diamond	66 2-3
Delta Files	65
Nicholson	66½
Jowett's (English list) ..	27½
Spear & Jackson (Eng. list)	35
Globe	75
Hellers	70

FITTINGS (IRON PIPE).

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 per cent.

FIXTURES, STALL.

	Doz.
Hollow	0 81
Solid	1 35

G**GALVANIZED WARE.**

Dufferin pattern pails, 50 p.c.
English pattern, 50 per cent.
Galvanized washtubs, 50 p.c.

GASOLINE Montreal Toronto
Single bbls., per bbl. 18½
Three bbls. and over ... 0 18

GRINDSTONES. Per 100 lbs.
Over 40 lbs. and 2 in. thick 1 25
Smaller sizes extra.

H**HALTERS (SNAP AND RING).**

Jute Rope, ¾-in., per gross 8 00
Jute Rope, ½-in., per gross 10 50
Jute Rope, ¾-in., per gross 13 50
Leather, 1-in., per doz. 4 00
Leather, 1½-in., per doz. 5 20
Web

HALTERS (SISAL).

¾-in., \$9.00; 7-16 in., \$10.20; ½-in., \$11.40; 9-16 in., \$13.20; ¾-in., \$15.00.

HAMMERS, SLEDGE.

Can., 5 lbs. and over ... 0 06
Masons, 5lbs. and over ... 0 06
Napping, up to 2 lbs. 0 09

HANDLES (WOOD).

Axe, No. 3 culls, doz. 0 60
Axe, No. 1 hickory, doz. ... 2 04
Axe, 2nd growth, doz. 3 00
Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Team whiffletrees and neck-yokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.
All other ash goods, 40 p.c.
Railroad and navy pick, 25% per cent.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
Hickory cant hook handles, 30 per cent.
Doubletrees, 35 per cent.
Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox, No. 021
B.D. Trolley, doz. pr. \$7 50
R.W. No. 117 P.D. Hanger, full set 2 75
R.W. No. 321, per doz. pr. 14 40
Stearns wood track. Special. Zenith 9 00
Atlas, steel covered. \$5 25 6 00
Perfect, No. 1 8 50
Perfect, No. 1½ 9 50
Perfect, No. 2 10 00
New Milo, flexible 6 00
Double strap hangers, doz. sets 6 50
Standard, jointed hangers, doz sets 6 45
Steel King hangers, doz. sets 6 40
Storm King and safety hangers 5 75
Storm King rail 4 25
Crown 4 85
Crescent 7 25
Sovereign 6 50
Chicago Friction, Oscillating and Big Twin Hangers, 5 p.c.
Steel track, 1 x 3-16 in. (100 ft.) \$3 25
Steel track, 1¼ in. 4 75

HATCHETS. Samson Samson
Per doz. Shingle Claw
No. 1 13 13
No. 2 14 20 15 70

HIDES.

Trimmed hides, green 0 12 0 13
Trimmed, green and partly cured ... 0 12 0 13½
Usual 2 lbs. tare.
Horsehide, with mane and tail, up to 3 75
Sheep skins, up to 1 50
Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	\$1 03	\$0 87
5 in., doz. prs.	1 25	1 06
6 in., doz. prs.	1 35	1 03
8 in., doz. prs.	1 84	1 38
10 in., doz. prs.	3 24	2 27
12 in., doz. prs.	4 03	3 73
14 in., doz. prs.	4 59	4 00

Heavy tee and strap discount, 40-10 per cent.
Light tee and strap discount, 70 per cent.

Screw hook and strap hinge—
Under 12 in., per 100 lbs. 5 00
Over 12 in., per 100 lbs. 4 25
Extra hooks for above, ¾ in., per lb. 5½
Extra hooks for above, ½ in., per lb. 5½

Crate hinges and back flaps. 65 and 5 per cent.
Chest hinges and hinge hasps. 65 per cent.

HINGES (SPRING).

Spring, per gross — No. 5, 740; No. 10, \$19.50; No. 20, \$8.50; No. 50, \$24; No. 51, \$9.60; No. 120, \$17.40; offset No. 192, \$16.80.
Chicago hold back screen door iron, gross, \$12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 per cent.
Garden City fire house hinges. 12½ per cent.
"Chief" floor hinge, 50 p.c.

HOES. Grub, 3½-lb., \$4 doz.**HOOKS, GRASS.** English

No. 2, per doz.	1 60	2 50
No. 3, per doz.	1 70	2 90
No. 4, per doz.	1 80	3 25

HOOKS, CORN.

Enreka, doz. 1 80
Cyclone, doz. 2 40
Hoes, corn, doz. 4 50

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow pattern, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, \$4.35; No. 1 and smaller, \$4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, \$5.75; special countersunk steel, all sizes, 0-4, \$6.25; toe weight steel shoes, all sizes, No. 1 to 4, \$6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25; "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition 70 10 p.c.
Corrugated, 1½ in., ft. ... 0 13½
Corrugated, ¾ in., ft. 0 17
Cable, 70 per cent.
Leader, 60 and 10 per cent.

I**IRON AND STEEL.**

	Montreal	Toronto
Angles base	2 50	2 50
Common bar, per 100 lbs.	2 05	2 00
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel 2 25	2 00	
Sleigh shoe steel... 2 25	2 25	
Domestic 2 30	2 00	
Reeled machinery steel 2 75	3 00	
Tire steel 2 35	2 20	
Sheet cast steel ... 0 15	0 15	
Toe calk steel 3 10	3 15	
Mining cast steel... 0 07½	0 07½	
High speed 0 65	0 65	
Cammell Laird 0 15		
Black Diamond tool steel 0 08½	0 08½	
Silver tool steel ... 0 13½	0 13½	
Cold Rolled Shafting. 9-16 to 11-16 inch ... 0 66		
¾ to 1 7-16 in. 0 05½		
1 7-16 to 3 inch 0 65		
Montreal 40%, Toronto 40%.		

IRON, TINNED.

72x30 up to 24 gauge, case lots \$ 9 50
Less than case, 25c per 100 lbs.
72x30 up to 26 gauge, case lots 10 00 extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set 0 78
Mrs. Potts, No. 50, nickel-plated, per set 0 85
Mrs. Potts, handles, Japanese, per gross 9 00
Sad irons, common, plain. 5 00
Sad irons, common, plated. 5 50
Asbestos, No. 70, per set... 1 50
Asbestos, No. 90, per set... 1 20
Princess Electric, each 3 00
Ideal Electric, each 2 85
Gasoline Sad Iron, each 3 50
Ideal Gasoline, each 3 25

LADDERS, ETC.

(Step Ladders).
Shelf-lock 12c ft.
Ontario 16c ft.
Faultless 20c ft.
Extra Heavy 28c ft.
Hercules 23c ft.
Decorator 18c and 20c ft.
Perfect 22c ft.
Chair Ladders, each \$2 00

(Roped Extension).
20 ft. \$3 00 42 ft. \$ 7 95
22 ft. 3 30 44 ft. 8 36
24 ft. 3 60 46 ft. 8 74
26 ft. 3 90 48 ft. 9 12
28 ft. 4 20 50 ft. 9 50
30 ft. 4 50 52 ft. 11 44
32 ft. 4 80 54 ft. 11 88
34 ft. 5 78 56 ft. 12 32
36 ft. 6 12 58 ft. 12 76
38 ft. 6 46 60 ft. 13 20
40 ft. 6 80

(Common Extension).
20 ft. each \$2 60
22 " 2 86
24 " 3 12
26 " 3 38
28 " 3 64
30 " 3 90
32 " 4 16
34 " 5 10
36 " 5 40
38 " 5 70
40 " 6 00
44 " 7 48

LANTERNS. Per doz.

(Common Single.)

Fruit picking ladders, long nose, same price as common 22 ft., each 2 64

16 ft., each 1 76
14 ft., each 1 54
12 ft., each 1 20
single ladders; short nose, 1c per 18 ft., each 1 96
20 ft., each 2 40
foot additional.

8 ft., each \$0 80
Banner Buggy 10 75
Banner Junior 11 75
Trulite 7 00
Wrightlights 7 00
Beacon 7 00
2, or 4, plain cold blast
Short globe, pattern 7 00
Cold blast, japanned 7 00
Brass, well japanned 9 25
All brass 24 00
Little Bobs A.C., doz. 1 90

LANTERN GLOBES.

Cold blast, short ruby ... 1 75
Cold blast, common ruby... 1 60
Cold blast, short 0 75
Cold blast 0 50
Prism globes 1 20

LATCHES (YALE, NIGHT).

No. 26, per doz. \$ 3 30
No. 34, per doz. 11 80
No. 34X, per doz. 11 80
No. 37, per doz. 13 40
No. 42, per doz. 15 25
No. 44, per doz. 16 25

LATHS (METAL). Per sq. yd.

26-gauge, painted metal lath 0 10
24-gauge, painted metal lath 0 13
23-gauge, painted metal lath 0 15
24-gauge, galv. metal lath.. 0 17
23-gauge, galv. metal lath.. 0 19

LEAD.

	Montreal	Toronto
Domestic, 100 lbs. ...	4 90	5 00
Virgin pig, per 100 lbs.	4 90	5 00
Lead Wool, 8c lb.		
Sheets, 2½ lb. sq. ft. 7 50	7 50	
Sheets, 3lb. sq. ft. 6 75	6 75	
Sheets, 3½ lb. sq. ft. 6 62½	6 60	
Sheets, 4 to 6 lbs. sq. ft.	6 50	6 50
Cut sheets, ¼c per lb. extra.		
Cut sheets to size, ¼c per lb. extra.		

LEVELS. Per doz. Rabone's.

1269x12, Boxwood 4 0
1626x9, Walnut pointed ... 4 50
1628x12, Rosewood 7 30
104x24, Triple stock (net). 21 00
104x27, Triple stock (net). 22 90
104x30, Triple stock (net). 23 15

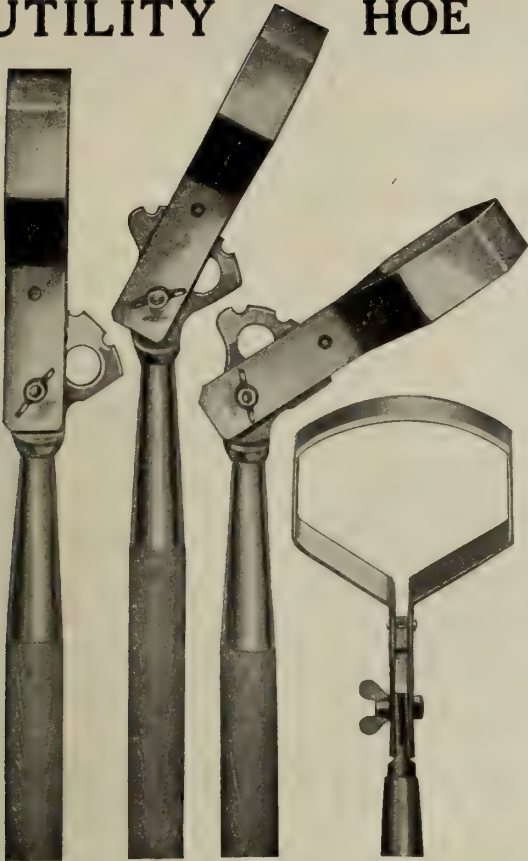
LINES, PLOUGH.

Russia snap, per gross ... 33 00
Indian snap, per gross ... 27 00

MACHINES (WASHING). Each

Canadian \$ 5 00
Dowsell 5 00
Hamilton 5 75
Re-Acting 7 50
Snowball 8 00
Noiseless 8 25
Sunlight 8 75
Momentum 8 75
New Century, style "A" ... 9 00
New Century Style "B" ... 10 00
New Century, Power, Style "D" 24 00
New Idea, style "B" 11 00
Playtime, engine drive ... 11 00
Ideal Power 16 00
Seafoam, electric 60 00
Seafoam, engine drive 25 00
New Idea, electric 80 00
Sunshine 4 50
Popular, No. 1 5 25
Economic 6 00
Champion 9 00
Excel-All 11 00
Blue Bell, without stand. 9 00
Puritan Water Motor, complete 16 00
Hydro, One Tub, engine drive 26 00
Discount 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.
Stephenson Washers. \$6 net.

THE UTILITY HOE



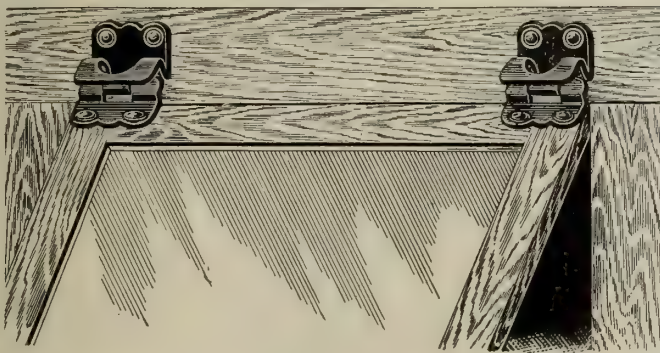
The UTILITY hoe is made in two sizes—four and six-inch blades. Each blade has two cutting edges. The blades are made of $1\frac{1}{8}$ -inch ribbon steel and can be adjusted to suit the height of the operator. The shank castings are malleable. Every hoe is equipped with a first-class handle.

Write for
Booklet

Henderson & Richardson—Board of Trade Bldg.
Montreal

WATROUS-ACME MFG. CO.

Wrought Metal Products



Butts, Hinges, Storm Sash
Hangers and Fasteners,
Door Buttons, etc.

Excellent Goods at Lowest Prices.

Watrous-Acme Mfg. Co.

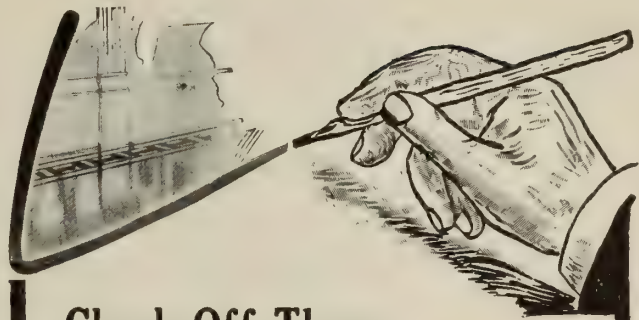
Des Moines, Iowa

Canadian Representative:

J. Taylor Webb

8 Bank of Hamilton Chambers

Winnipeg



Check Off These Important Finishing Facts

The wise dealer selling varnish is the one who is fortified with facts when the customer asks:

"What varnish shall I use for this purpose or that?"

In the opinion of hundreds of dealers throughout the Dominion the most satisfactory varnish for floors is

Liquid Granite

It is a lasting waterproof varnish that resists hard wear to an unusual degree. Dealers have also learned that for white finishing there is nothing superior to

Luxeberry White Enamel

Its hard, tough surface never fails to please the most exacting trade.

Another Berry Brothers leader is that celebrated varnish extensively used for exterior finishing of natural woods. It does equally good work on a front door or the deck of a boat. Don't forget to tell your customers about

Luxeberry Spar

Further facts for the asking at any time.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Walkerville

Ontario



MALLETS. Per doz.
Tinsmiths, 2½ x 5½ in.... 1 65
Carpenters, round hickory 1 95
Ligum Vitae, round, 5 in 2 40
Caulking, No. 8, oak.....15 00

MANGLES.

Victor, each\$14 25
Woodyatt, each 6 60
MIRRORS, FRAMED. Doz.
Size glass, 4 x 6..... 1 00
Size glass, 5 x 7..... 1 25
Size glass, 6 x 9..... 1 60
Size glass, 7 x 9..... 1 75
Size glass, 8 x 10..... 2 00
Size glass, 9 x 12..... 2 60
Size glass, 10 x 14..... 3 10
Size glass, 10 x 17..... 3 75

MOPS.

Mops, O-Cedar, doz.....\$12 00
S. W. Mops, doz..... 3 25
New Wizard, small, doz.. 8 00
New Wizard, large..... 10 00
Mop sticks, doz..... 1 10
Cast head mops, doz..... 1 35
Crescent, doz..... 1 50
Crank wringing, doz..... 4 75
Extra Cloths.
Challenge, doz..... 2 10
Woven, cloths, doz..... 1 35

N**NAILS.**

Standard steel wire nails,
Toronto, \$2.25 base; Montreal,
\$2.25 base; London, \$2.25 base.
Cut nails—Montreal, \$2.50;
Toronto, \$2.70; London, \$2.70.
Miscellaneous wire nails, 75 p.c.
Coopers' nails, 33-1-3 p.c.
Pressed spikes, ¾ diameter,
per 100 lbs., \$3 base.

NAILS (HORSE SHOE).

Capewell. Per box.
No. 4, in 25-lb. box\$3 75
No. 5, in 25-lb. box 3 75
No. 6, in 25-lb. box 3 50
No. 7, in 25-lb. box 3 25
No. 8, in 25-lb. box 3 25
No. 9, 10, 11 and 12, in 25-
lb. box 3 00
Less 10 and 5 per cent. off.

NAILS (HORSE).

M.R.M. cold forged process
list, 10th January, 1912.

Prices per
Size. Length. 25-lb. box.
No. 3, 1½-inch\$4 10
No. 4, 1½-inch 3 75
No. 5, 1 15-16 3 50
No. 6, 2½ 3 10
No. 7, 2 5-16 2 90
No. 8, 2½ 2 75
No. 9, 2 11-16 2 60
No. 10, 2½ 2 50
No. 11, 3 1-16 2 45
No. 12, 3½ 2 45

NETTING, POULTRY.

2 in. mesh, 19 w.g., 50-10-5%
off; 1½ in. mesh, 50-10-5% off.

**NET PRICES ON SMALL
SIZES POULTRY NETTING.**

½-in. x 22 ga. x 12-in., roll.\$3 00
½-in. x 22 ga. x 18-in., roll. 4 30
½-in. x 22 ga. x 24-in., roll. 5 65
½-in. x 22 ga. x 30-in., roll. 6 90
½-in. x 22 ga. x 36-in., roll. 8 20
1 in. x 20 ga. x 12-in., roll. 1 50
1 in. x 20 ga. x 18-in., roll. 2 10
1 in. x 20 ga. x 24-in., roll. 2 70
1 in. x 20 ga. x 30-in., roll. 3 25
1 in. x 20 ga. x 36-in., roll. 3 80
1 in. x 20 ga. x 48-in., roll. 5 10
Poultry netting staples, 60 p.c.

OAKUM.

Per 100 lbs.
Best (American) 9 50
U.S. Navy (American).... 9 00
New hemp (English)..... 7 00
U.S. Navy (English)..... 6 50
Navy (English)..... 6 00
Best Navy 5 00
Plumbers (spun) ... 3 65 4 00

OIL.

Can. prime white
petrol 0 14½
Royalite 0 17 0 15
Palatine 0 21½ 0 17½
Castor Oil, per lb. 0 08½ 0 08½
Black oil (Summer) 0 12½ 0 12
Black oil (Winter) 0 14½ 0 14
Cylinder Green 0 35 0 35
Paraffine 0 22 0 20
XXX Machine 0 25½ 0 21

OLD MATERIALS.

F.o.b. Toronto.
Tea lead, pack, 2¼ to 3¼c lb.
Tea lead, chest, 2¼ to 3¼c lb.
Lead (heavy pipe, etc.), 3 to 4c

Brass, heavy, 9 to 10c lb.

Brass, light, 6 to 7c lb.

Zinc, heavy, 2¼ to 4c lb.

Copper, heavy, 11 to 12c lb.

Rubbers, such as old rubber,
boots, and shoes, according to
trim, 5½c to 6c lb.; overshoes,
lumbermen's rubber boots, etc.,
5 to 6c lb.; auto tires, etc., 4 to
5c; bicycle tires, 2 to 3c.

PACKING (JUTE)

Per Coil Lots.
Fine, 30 ends to ¾ inch. 0 09½
Heavy, 8 ends to 1 inch. 0 06½

PAPER, ETC.

O.K. Paper, No. 1, per roll 0 95
O.K. Paper, No. 2, per roll 0 70
Per 400 ft. roll
Plain Fibre, No. 1..... 0 50
Plain Fibre, No. 2..... 0 35
Tarred Fibre, No. 1..... 0 42
Tarred Fibre, No. 2..... 0 63
Tarred Fibre, Cyclone, 25
lbs., roll 0 62
Dry Cyclone, 15 lbs..... 0 50
Tarred Fibre, Good Luck
Brand, per roll 0 62
Dry Fibre, Good Luck
Brand, per roll 0 50
Per 100 lbs.

Oiled waterproof building
paper, 600 sq. ft. roll.... 1 05
400 sq. ft. roll
O.K. Brand corded sheathing 0 95
Sheathing (Surprise) 0 40
Blue R-S Sheathing 0 42
Dry fibre No. 1 0 50
Dry fibre No. 2..... 0 35
O.K. carpet felt 1 40
Per 100 lbs.

Heavy dry straw 1 80
Heavy tarred straw 1 80
Spruce sheathing 3 00
Carpet felt, 16 oz. 2 60
Carpet felt, 20 oz. 2 60
Resin sized Fibre, per roll. 0 43
Asbestos Bldg. 3 25
Heavy fibre, 32 ft. x 60 ft.,
per 100 lbs. 2 00
Liquid Roofing Cement,
bbls., per gallon 0 17
Liquid tins cement, 5s. 0 19
Crude coal tar, per bbl.... 4 50
Refined coal tar, per bbl.. 5 00
Shingle Varnish, per bbl.. 5 00
Caps, per lb. 0 05
Ralls, per lb. 0 05
Mop Cotton, per lb. 0 17
Tarred felt, Dominion, 7 oz. 2 10

PICKS (CLAY).

5 to 6 lbs., doz..... 3 75
7 lbs., doz..... 4 00
7 to 8 lbs., doz..... 4 75
8 lbs., doz..... 5 00

PINS, COTTER.

Cotter pins. 90 p.c. discount.

PINS, CLOTHES.

Selected full count. Per case.
5 gross, 4-in. (loose)..... \$0 80
5 gross, 4½-in. (loose).... 0 90
5 gross, 5-in. (loose)..... 1 00
4 gross, 4-in. (12 pkgs. of
4 doz. each) 0 80
5 gross, 4 in. (24 pkgs. of
2 doz. each) 0 90
6 gross, 4 in. (12 pkgs. of
6 doz. each) 1 00

PIN (ESCUTCHEON).

Steel, discount, 50 per cent.
Brass, 50 per cent.

PIPE, STANDARD WROUGHT.

Buttweld.
Size Black. Galvanized
¼ and ¾ inch.\$2 16 \$3 06
¾ inch 2 64 3 57
1 inch 3 64 4 57
1 inch 4 51 6 21
1½ inches 6 10 8 40
2 inches 9 81 13 54
2½ inches 15 80 21 65
3 inches 20 66 28 31
3½ inches 24 84 34 04
4 inches 29 43 40 33
Lapweld.

2 inches 11 29 11 99
2½ inches 16 38 22 23
3 inches 21 42 29 07
3½ inches 25 76 34 96
4 inches 30 52 41 42
4½ inches 35 56 48 26
5 inches 41 44 56 24
6 inches 53 76 72 90
7 inches 79 97 105 30
8"x25 lbs. per ft. 83 75 111 30
8"x28 lbs. " 96 48 128 40
9 inches 115 60 153 50

10"x32 lbs. per ft.107 20 142 40

10"x40 lbs. " 138 00 183 30

12 inches174 90

These prices are for small
quantities only. Discounts in
proportion to size of order will
be allowed.

PIPE (LEAD).

Lead pipe, 7½c, 5% off.
Lead waste pipe, 9c; 5% off.
Traps and bends, 40% off.

PIPE (SOIL).

Medium and extra heavy pipe
up to 6-inch, 65% and 10 off.
7 and 8-in., 45% off.

PIPE (CONDUCTOR).

2 inch, in 10-ft. lengths.... 3 45
3 inch, in 10-ft. lengths.... 4 20
4 inch, in 10-ft. lengths.... 5 53
5 inch, in 10-ft. lengths.... 7 60
6 inch, in 10-ft. lengths.... 9 25

PITCH.

Line, per bbl. 4 30

PLANES.

Wood bench, Can., 15 per cent.
Wood, fancy, 30 to 35 per cent.
Prices, Pliers and Nippers.
Buttons, genuine, 37½ to 40
per cent.

PLATES (BOILER).

Montreal Toronto
Plates, 1¼ to ½ inch,
per 100 lbs. 2 40 2 50
Heads, per 100 lbs.... 2 65 2 75
Tank plates, 3-16 inch 2 70 2 80

PLUGS (METAL).

Painted wall plugs, per
1,000\$20 00
Galv. wall plugs, per 1,000 23 00

POLISH.

Doz.
O-Cedar, 4 oz. bottles \$2 00
O-Cedar, 12-oz. bottles 4 00
O-Cedar, 1-qt. can 10 00
O-Cedar, ½-gal. cans 16 00
O-Cedar, 1-gal. cans 24 00
Liquid veneer, 4-oz. 2 00
Liquid veneer, 12-ozs. 4 00
Liquid veneer, quarts 8 40
Tandem metal polish paste. 6 60
Axolize brass cleaner, 100
in pkg. 6 50

R**RAZORS.**

Per doz.
Boker's King Cutter
Henckels 7 50 20 00
Gillette Safety, each 3 75
Star Safety Razor, 33½ per cent.
Edelweiss 9 00
Ever-Ready, doz. 6 00 to 18 00
Ern Razors 14 50
Ern Junior Razor

REELS, HOSE.

Plain wood, each 0 75
Plain wood, with drum, ea. 0 95
Metal 1 40

RIVETS AND BURRS.

Iron rivets, blacked and tinned,
75%.
Iron burrs, 75 per cent.
Copper rivets, usual proportion
of burrs, 35 and 12½; burrs, 30
and 12½ per cent.
Extras on Coppered Rivets, ¼-
lb. packages, 1c per lb.; ¾-lb.
pkgs., 2c lb.
Coppered Rivets, net extras.
2½c per lb.

ROOFING.

Tarred felt (7 oz.)\$2 10
Tarred felt (10 oz.) 2 10
Tarred felt (16 oz.) 2 16
Per roll
2 ply R.R. 0 75
3 ply R.R. 0 95
2 ply R.R., complete in roll 1 15
3 ply R.R., complete in roll 1 35
Samson 1-ply, roll 1 45
Samson 2-ply, roll 1 90
Samson 3-ply, roll 2 30
Amatite roofing, per sq. 2 70
Ready 2-ply, Shield, per roll 0 75
Ready 3-ply, Shield, per roll 0 95
Tarred 210 roofing felt.
Tarred roofing felt, cwt. 2 10
Compo certainfeed, 1-ply... 1 25
Compo certainfeed, 2-ply... 1 55
Compo certainfeed, 3-ply... 1 85

ROPE.

Lb.
Pure Manila basis 14
British Manila basis 11
African hemp basis 11
Sisal basis 9½
Double lath yarn basis.... 9¼
Single lath yarn basis 8¾

Russian deep sea line basis 20

Russian tarred ratline basis 17

Russian tarred bolt rope

basis 18

Jute rope basis 12½

Italian rope basis 24

Basis (¾" dia. and larger).

Cotton rope, 3-16 and larger 21

Sisal Clothes Line.

3-ply, 30 ft. 0 45

3-ply, 40 ft. 0 60

3-ply, 48 ft. 0 72

3-ply, 60 ft. 0 90

3-ply, 72 ft. 1 08

3-ply, 100 ft. 1 50

6-ply, 40 ft. 0 95

6-ply, 48 ft. 1 15

6-ply, 60 ft. 1 45

6-ply, 72 ft. 1 75

6-ply, 100 ft. 2 40

RULES, BOXWOOD.

.. Rabone's. Per doz.

No. 1375—2 ft.(51) 1 80

No. 1101—2 ft.(52) 3 90

No. 1167—2 ft.(7) 3 60

No. 1108—2 ft.(53½) 4 10

No. 1375—3 ft.(66½) 2 50

No. 1112—3 ft., hf. bound 6 00

No. 1190—With level 8 85

No. 1493—Brass blacks'hs 1 70

No. 1494—Brass blacks'hs 2 20

SAWS.

Atkins Hand and Crescent, 25 p.c.
Disston's Hand, net prices, new
list.

Simonds' Hand, 15 per cent.

Shurly & Dietrich, 35 per cent.

Spears & Jackson, 40 per cent.

SCALES.

Gurney Standard, 30 per cent.;
Champion, 45%.

Burrow, Stewart & Milne—
Imperial Standard, 30 per cent.;
Champion E. B. Scales, 35 per
cent.

Fairbanks Standard, 30; Do-
minion, 45; Richellen, 45.

Net Prices.

Champion, 4 lb., \$2.50 plus 30c
for stamping; 10 lb. \$3.75 plus
50c for stamping; 240 lb. \$5.50
plus 50c for stamping; 600 lb.,
platform, \$14 plus \$1 for stamp-
ing; 1,200 lb., platform, \$16.50
plus \$1 for stamping; 2,000 lbs.,
platform, \$22 plus \$1 for stamp-
ing; 2,000 lb. drop lever, \$26 plus
\$1 for stamping.

SAP SPOUTS.

Per 1,000
Bronzed cast iron with
hooks 6 00
Eureka, tinned steel, hooks 8 00

SCOOPS (FURNACE).

Doz.
D. Handle \$3 25
L. Handle 3 25

SCREWS (MACHINE).

Flat head, iron and brass, 35
per cent. Fillister head, iron,
30; brass, 25 per cent.

SCREWS.

Per cent.
Wood, F. H., bright, 85, 10, 7½,
10, 5 per cent.
Wood, R.H., bright, 80, 10, 7½,
10, 5 per cent.
O.H., bright, 80, 10, 7½, 10 p.c.
5 per cent. off list.

Wood F.H., brass. 75 10 7½ 10
Wood, R.H., brass. 70 10 7½ 10
Wood, F.H., bronze. 70 10 5 10
Wood, R.H., bronze 65 10 5 10
Drive screws 65 10 5 10
Set case hardened 60 10
Square cap 50 and 05
Hexagon cap 45
Bench, wood, per doz.....\$5 00
Bench, iron, per doz. 4 25

SCYTHES.

Cast steel, doz.\$6 50
Clipper, doz. 7 50
Guaranteed, doz. 9 00
Brush, doz. 7 50

SCYTHE SNATHS.

No. 1, per doz.\$8 40
No. 2, per doz. 7 70
No. 3, per doz. 7 35
Bess, per doz. 8 40
No. 20, per doz. 8 75

STONES.

Western Red End (3 doz.
to box), per box 0 85
Diamond, per box 1 00
Quinebog, per box 1 50
English, round (25 to box),
per box 2 00
Emery, per doz. 0 85
Carborundum, per doz. ... 2 25

MURESCO BUILDS TRADE

The best wall and ceiling finish.
 Manufactured in 18 colors and tints.
 Will not rub off, crack, peel or blister.
 Every package guaranteed to give satisfaction.

Made in Canada by the

Benjamin Moore Company, Ltd., 4 Lloyd St., West Toronto, Canada

**RED
S
BRAND
WINDOW
GLASS**



**GLASS
BENDERS
TO
THE
TRADE**

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
 and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
 Award at
 INTERNATIONAL
 Expositions.



INCORPORATED 1895

Special Grand
 Prize

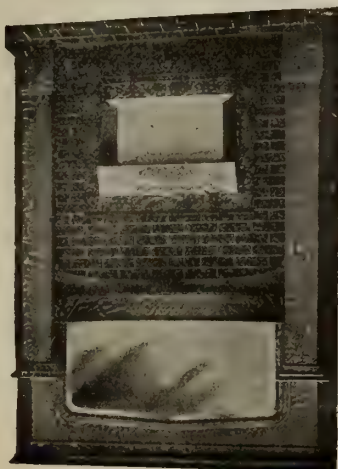
GOLD MEDAL
 Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



JUST SHOW OUR CATALOGUE

It will make MONEY for you.

IT IS NO TROUBLE TO ERECT OUR GOODS.

WE DO ALL THE DIFFICULT WORK FOR YOU.

Mantels; Electric, Coal, Gas Grates; Portable Baskets, Gas Logs,
 Fenders and Fire Sets. Tiles and Tile Work in all its Branches.

WRITE TO-DAY FOR CATALOGUE AND PRICES.

THE BARTON-NETTING CO., LIMITED

9-11 Pitt Street E., WINDSOR, Ont.

OUR MOTTO "QUALITY"

SHEETS (BLACK).

	Montreal Toronto	
10 gauge	2 50	2 55
12 gauge	2 55	2 60
14 gauge	2 35	2 35
16 gauge	2 40	2 40
18-20 gauge	2 45	2 50
22-24 gauge	2 50	2 55
26 gauge	2 60	2 65
28 gauge	2 70	2 75

SHEETS.

Corrugated, galv., 10% off.	
22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Galvanized

	Queen's Head		Fleur-de-Lis		Gorbals best best	
16-20 ..	3 80	3 45	3 80			
22-24 ..	3 85	3 55	3 85			
26 ..	4 10	3 90	4 10			
28 ..	4 35	4 10	4 35			

Colborne Crown—16-20 gauge, \$3.60; 22-24 gauge, \$3.65; 26 gauge, \$3.90; 28 gauge, \$4.15.

	Apollo Brand		Montreal Toronto	
14 gauge	2 95			
16 gauge	2 95			
18-20 gauge	3 10			
22-24 gauge	3 45	3 20		
26 gauge	3 70	3 55		
28 gauge	4 05	3 70		
10% oz.	4 25	3 90		

SHELLERS, CORN.

Black Hawk, doz.	18 00
Plymouth Rock, doz.	8 50

SHOVELS AND SPADES.

	1st	2nd	4th
Shovels	60 55 and 2 1/2	45 45%	
Socket sc'ps. 50 and 5		45 and 5	
Rivet scoops 50			
Drain. tools 60 60			
Scoops	50 and 5	45 and 5	
Hollow backs and sand. 60		45	
Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.			
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.			

SIFTERS, ASH.

Wood Sifters, doz.	\$ 1 50
Rocker, No. 1, each.	3 60
Rocker, No. 3, each.	2 50
Banner, each.	1 70

SINKS.

Cast iron, 16x24, \$1.10; 18x30, \$1.50; 20x36, \$2.25.	
Flat rim enameled sinks, 16x24, \$3.50; 18x30, \$4; 18x36, \$5.15.	

SLIDING SHOES.

Onward Sliding Shoes, 40%.

SNAPS.

Harness, 25%.

SOLDER. Montreal Toronto

Tinker's bar	0 26
Wire solder, lb.	0 28
Bar half-and-half. 0 26	0 21

SOLDERING IRONS.

Base, per lb., 28 cents.	
--------------------------	--

SOLDER WIPING.

Acme	0 18
Commercial	0 19
Easy	0 19
Star Extra	0 21
Strictly standard wiping 0 23	

SPELTER.

Foreign, per 100 lbs. 6 00 6 00

STAPLES.

Poultry netting, 100 lbs.	6 70
Bed, 100 lbs., No. 14.	6 75
Blind, per lb.	6 12
Bright Fence, 100-lb. kegs.	2 55
Galv'd Fence, 25-lb. boxes.	2 80
Galv'd fence, 100lb. kegs.	2 90
Galv'd fence, 25-lb. boxes 3 15	
Cooper's staples, 45%.	
Bright spear point, 75%.	

SWEPEERS, CARPET. Bissell's

Univ. Japd., cyco bearing.	24 00
Univ. N.P., cyco bearing.	27 00
Grand Rapid, Japd., ball-bearing	26 00
Grand Rapid, N.P., ball-bearing	29 00
Princess N.P., ball-bearing 30 (x)	
Elite, ball-bearing	34 00
Am. Queen N.P., ball-bearing. 32 00	
Parlor	35 00

SWINGS.

Baby, 2-passenger, each.	\$2 75
Ontario, 2-passenger, each.	3 75
Ontario, 4-passenger, each.	4 25
Stratford, 4-passenger, each 5 50	

Boyers Gliding Settees with

awning, each 8 50

Without awning, each 12 50

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; 1/4 weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, 82 1/4; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 9 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87 1/4; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES—Lufkins.

Ass skin, No. 713, 50 ft., doz. 2 85	
Ass skin, No. 714, 66 ft., doz. 3 40	
Linen, No. 404, 66 ft., ea.	1 10
Metallic, No. 603, 50 ft., ea.	1 40
Rival steel, No. 263, 50 ft., ea.	2 90
Rival steel, No. 266, 100 ft.	4 90
Reliable Jr., No. 103, 50 ft.	2 70

Rabone's.	
Tape Lines, linen, No. 2001	
x50, each.	\$1 00
Metallic, No. 4011x50, ea.	1 35
Metallic, No. 4011x66, ea.	1 35
Steel, No. 2891x50, ea.	2 70
Steel, No. 4161x50, ea.	3 00
Steel, No. 4161x50, ea.	5 15

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10%.

TIES (METAL).

Galv. wall ties, per 1,000. \$5 00

Painted wall ties, per 1,000. 5 00

TIES, COW.

McKinnon, 40% discount.

Greenings, 40% discount.

TIN. Montreal Toronto

Tin, per lb. 36-40 35-37

TINNERS' TRIMMINGS.

Discount, 45%.

Plain, 70 and 5%.

Re-tinned, 72 and 5%.

TOOLS, HARVEST.

Samson, 47 1/2%; ord., 50%.

TRAPS (STEEL AND GAME).

Newhouse, 40%.

Hawley & Norton, 57 1/2%.

Victor, 70%.

Onelda Jump, 65%.

TRESTLES.

5 ft., each. \$1.50 14 ft., each. \$4.20

8 ft., each. 2 00 16 ft., each. 4 80

10 ft., each. 2 50 18 ft., each. 5 40

12 ft., each. 3 00 20 ft., each. 6 60

TROWELS.

Disston's, 10%.

TWINE (Binder).

650 ft., per lb. 0 13 1/2

600 ft., per lb. 0 11

550 ft., per lb. 0 09 3/4

500 ft., per lb. 0 09 1/4

5 ton lots, 1/4c per lb. allowance.

10 ton lots, 1/4c lb. allowance.

Delivered in 300-lb. lots and over.

Wrapping cotton 5-lb.

4-ply 0 21 1/2

3-ply 0 19 1/2

TUBES.

Boiler Tubes.

Montreal Toronto

100 ft., 1 1/2 in. 10 45 9 75

100 ft., 2 in. 9 60 8 25

100 ft., 2 1/4 in. 10 25

100 ft., 2 1/2 in. 12 25 10 65

100 ft., 3 in. 13 30 11 00

100 ft., 3 1/2 in. 15 55 13 00

100 ft., 4 in. 19 80 16 75

TUBS.

Samson Galvanized.

No. 11, doz. net 12 00

No. 22, doz. net 14 40

No. 33, doz. net 16 80

Common Galvanized.

No. 1, doz. 6 83

No. 2, doz. 7 43

No. 3, doz. 8 48

WOODEN WASH TUBS.

Per nest.

Nests of 3—0, 1 and 2. \$2 38

Nests of 3—1, 2 and 3. 2 05

Nests of 4—0, 1, 2 and 3. 2 95

No. 0, per doz. 11 00

No. 1, per doz. 9 00

No. 2, per doz. 8 00

No. 3, per doz. 7 00

V**VALVES, ETC.**

Ground work, 55%.

Stand, compr. work, 65%.

High-grade compr. work, 55%.

Cushion work, 55%.

Fuller work, 70%; No. 0, 70,

10%, and 1 and 2 basin cocks, 70%.

Flatway stop and stop and waste

cocks, 60, 10%; roundway, 60

and 5%.

J.M.T. Globe, Angle and Check

Valves, 50%; Standard, 60%.

J.M.T. Radiator Valves, 55%;

Standard, 60; patent quick

opening valves, 70 and 10%.

W**WARE, COPPER AND NICKEL.**

Copper boilers, kettles, 40 and

5%.

Copper tea and coffee pots, 40

and 5%.

Copper pitts, 30 and 5%.

Foundry goods, hollow ware, 40

and 5%.

WARE, ENAMELED.

White ware, 75 per cent.

Canada, Diamond, Premier, 50

and 10 per cent.

Pearl, Imperial and Colonial

steel, 60 and 10 per cent.

Star decorated steel, 33 1/2 p.c.

Hollow ware, tinned steel, 40

per cent. off.

Enamelled street signs, 50 p.c.

WARE, TIN, PIECED.

Discount, 35 per cent.

10-qt. flaring sap buckets, 35

per cent.

6, 10 and 14-qt. flaring pails,

35 per cent.

Copper bottom tea kettles and

boilers, 35 per cent.

Coal hods, 35 per cent.

Boiler and tea kettle pits, 30

and 5 per cent.

WARE, STAMPED.

Plain, 70 and 5.

Retinned, 70 and 5.

Tinners' trimmings, 70 and 5.

WASHERS, IRON.

Full box, 45 per cent. smaller.

Full box, 45 p.c.; smaller lots,

30 p.c.; assorted. Price less 50

lbs. add 1c lb.; less 25 lbs. 2c. lb.

WEATHERSTRIP.

Narrow wood and felt. 1 1/4c ft.

Medium wood and felt. 1 1/4c ft.

Wide wood and felt. 2 1/4c ft.

All felt Frost King. \$4.40 doz.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2.00

Sectional, 1/2 lb., per 100 lbs. 2.25

Solid, 3 to 30 lbs., per 100. 1.60

WEIGHTS.

Smarts, Horse, 3 1/4c lb.

WHEELBARROWS.

Navy, steel wheel, doz. 21 00

Garden steel wheel, doz. 32 40

Light garden, per doz. 22 80

Heavy garden, L-side 33 00

Heavy farm, solid side 33.00

WHIFFLETREES.

Tubular steel, 28 ins. 0 70

Tubular steel, 34 ins. 1 00

Tubular stel, 36 ins. 1 25

Tubular steel neckyokes, 1 25

36 inches



For Outdoors

Or In

You can fill every paint requirement with the right RAMSAY finish.

And every RAMSAY product is *right*. The right formulæ, the right materials, the right price and the right value. You'll find it a pleasure to do business with a house that has grown up with the country and has 72 years of Canadian paint experience behind it.

Write us.

A. RAMSAY & SON CO.,

- MONTREAL

ESTABLISHED 1842

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.



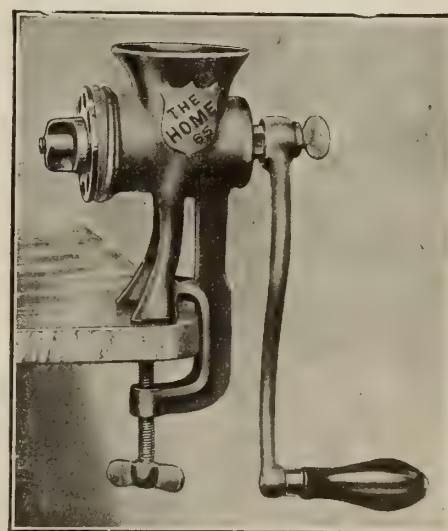
Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA

YOU WILL FIND THIS MAXWELL "HOME 65" FOOD CUTTER

one of the best selling lines you ever handled.

The "Home 65" is a new machine embodying all the latest principles. Made in the standard family size and much stronger than the ordinary type of machine. Cap fits close, rendering the machine quite watertight. The open-end cylinder makes it easy to clean. Supplied with different cutting plates.



MAXWELLS LIMITED
ST. MARYS, ONT.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, \$6.20 per 100 lbs.
5 lb. packages, \$6 per 100 lbs.

ALCOHOL.

5 gal. lots, per gal., \$1.

BEESEWAX.

Per lb., 40c.

BRONZING LIQUID.

Bronzing liquid, No. 1 ...\$1 75
Banana oil, gal. 4 00

BRUSHES.

Weighted, 15 lbs., doz. ...\$14 70
Weighted, 20 lbs., doz. ... 19 90

CATING.

Cement Coating\$2.55 3.00

COLORS (DRY).

Per lb.

Raw Umber, 100 lb. keg. . 0 09
Burnt Umber, 100 lb. kegs. 0 09
Raw Sienna, 100 lb. kegs. 0 09
Burnt Sienna, 100-lb. k. . 0 09
Imperial green, 100 lb. k. . 0 12
Italian red, 100 lb. kegs. . 0 06
Brunswick green, 100-lb. k. 0 10
Indian red, 100 lb. kegs. . 0 06
Indian red, No. 1, 100 lb. k. 0 06
Vermilion, 100 lb. kegs. . 0 20
Drop black pure dry . . . 0 12
Golden ochre, 100 lb. kegs. 0 03½
White ochre, barrels . . . 0 04
Yellow ochre, barrels . . . 0 01½
Sordac ochre, 100 lb. kegs. 0 02
Canadian red oxide, bbls. 0 02
Saper maguetle red . . . 0 02½

COLORS IN OIL.

Venetian red 1-lb. tins, pure . . . 0 12
Chrome yellow, pure . . . 0 23
Golden ochre, pure . . . 0 14
French ochre, pure . . . 0 12
Chrome green, pure . . . 0 11
French permanent green, pure . . . 0 15
Signwriters' black, pure. . 0 20
Marine black, 25-lb. irons 0 06

DRIERS.

Patent 25 lb. tins, 8c. lb.; patent 1 lb. tins, 11c. lb.

ENAMELS.

Per gallon in quart tins.
M. L. Floorglaze (Imperial V. & C. Co.) . . . 1 80
Alba-Gloss enamel . . . 4 00
Anchor Floorlustre . . . 1 80
Lowe Bros'. Linduro . . . 4 20

FILLER.

Luxeberry Enamel . . . \$5 00
Screen Enamel B.B. . . 1 65

GLUE.

Per lb.

French medal . . . 0 14
German common sheet. . 0 10
German prima . . . 0 17
White pigfoot . . . 0 21
Perfection amber, ground, No. 1230 . . . 0 13
Ground glues at same prices.
XL . . . 0 13
CL . . . 0 11½
CL . . . 0 12
C . . . 0 11

GLASS.**(TORONTO QUOTATIONS.)**

Size United Inches. Star
Under 26 . . . \$6 50
26 to 40 . . . 7 00
41 to 50 . . . 7 40
51 to 60 . . . 8 00
61 to 70 . . . 8 75
71 to 80 . . . 9 50
81 to 85 . . . 10 50
86 to 90 . . .
91 to 95 . . .
96 to 100 . . .
Double Diamond.
Size United Inches.
Under 26 . . . \$8 60
26 to 40 . . . 10 00
41 to 50 . . . 11 70
51 to 60 . . . 12 00
61 to 70 . . . 12 75
71 to 80 . . . 13 85

81 to 85 . . . 17 50
86 to 90 . . . 18 85
91 to 95 . . . 19 20
96 to 100 . . . 22 75
101 to 105 . . . 32 00
106 to 110 . . . 36 00

Discount on 16 oz. glass
20%; discount on double diamond, 20%; cut sizes, 20%.

MONTREAL QUOTATIONS.**Country Base Price.**

United Inches.	Star.	Double Diamond.
25 in.	\$4 25	\$6 25
40 in.	4 65	6 75
50 in.	5 10	7 50
60 in.	5 35	8 50
70 in.	5 75	9 75
80 in.	6 35	11 00
85 in.	6 15	12 50
90 in.		15 00
95 in.		17 50
100 in.		20 50
105 in.		16 40
110 in.		21 00

The above Montreal prices under revision.

GLASS, PLATE.

Country discount, 35 and 5% off list, delivered.

City discount, 45 and 5% off.

LEAD.

(White Ground in Oil.)

Prices per 100 lbs. in ton lots.

Montreal Toronto
Elephant, Genuine . . . \$8 75 \$8 90
"Anchor," pure . . . 8 45 8 60
Green Seal . . . 8 45 8 60
Brandram's B.B. Genuine . . . 9 45 9 60
C.P. Co. decorat's pu. . . 8 45 8 60
Crown and Anchor, pure . . . 8 65 8 80
Decor'or's Pure (Wpg) . . . 8 60
Moore's Pure White . . . 8 45 8 60
Lead . . . 8 45 8 60
Painter's Perfect . . . 7 95 8 10
Lowe Bros'. White, H.S. . . . 8 60
Ramsay's Pure Lead. . . 8 45 8 60
Ramsay's Exterior . . . 8 15 8 30
Tiger Pure . . . 8 45 8 60
"James Genuine" . . . 10 10 10 25
Stephens' H. P. P. (Winnipeg) . . . 8 70

Less than ton lots, 20c per cwt. higher.

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt. . . 8 00 6 38
Genuine, 100-pound kegs, per cwt. . . 8 25 6 75
No. 1 casks, per 100 lbs. . . 7 75 6 25
Less quantity . . . 8 50

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots. \$17 50
2 lb. pkgs., per 100 lbs. . . 15 00
5 lb. pkgs., per 100 lbs. . . 12 00
25 lb. pkgs., per 100 lbs. . . 11 00
100 lb. pkgs., per 100 lbs. . . 9 75
200 lb. kegs, per 100 lbs. . . 9 60
300 lb. pkgs., per 100 lbs. . . 9 50
600 lb. casks, per 100 lbs. . . 9 00

MURESCO.

Tints in 5 lb. packages, per 100 lbs., \$5.40.

GILS (LINSEED RAW).

Montreal Toronto
Single bbls. . . See weekly report
3 to 5 bbls. . . See weekly report
6 to 9 bbls. . . See weekly report

LINSEED, BOILED.

Single bbls. . . See weekly report
3 to 5 bbls. . . See weekly report
6 to 9 bbls. . . See weekly report

PAINTS (PREPARED).

Per gallon in qt. tins.
Sherwin-Williams paints, base . . . 2 00
Canada Paint Co.'s pure. . 2 00
Elephant and Prism . . . 1 80
Benj. Moore Co.'s "Egyptian" Brand . . . 1 45
Moore's house colors, per gallon . . . 1 75
Brandram-Henderson's "English" . . . 2 00
Fresco-Tone, in quarts. . . 1 80
Ramsay's paints, pure . . . 1 80
Ramsay's paints, Thistle. . 1 60
Martin-Senour, 100 p.c. pure Senour's floor paints . . . 1 80
Maple Leaf Paint (Imp. V. & C. Co.) . . .
Jamieson's Crown and Anchor brand . . . 1 60
Lowe Bros' High Standard Stephens' House Paint (Winnipeg) . . . 1 90
Stephens' Floor Paint (Winnipeg) . . . 1 75
Silkstone Wall Color . . . 2 00

PARIS; PLASTER.

Per bbl. . . 2 25

PARIS WHITE.

In bbls. . . 0 30

PIGMENTS.

Orange Mineral, casks. . 0 08½
Orange Mineral, 100-lb. kegs . . . 0 08½

PRIMER.

Luxeberry Primer . . . \$2 25

PASTE WOOD FILLER B.B.

1 lb. cans . . . \$0.18
2 lb. cans . . . 0.18
5 lb. cans . . . 0.17
10 lb. cans . . . 0.16
25 lb. cans . . . 0.12
100 lb. kegs . . . 0.11
¼ barrels . . . 0.10½
Barrels . . . 0.10

PUTTY.

Standard Montreal Toronto
Bulk, in casks . . . 2 30 2 50
Bulk, 100-lb. drums. . 2 50 2 60
Bulk, 25-lb. drums. . 2 60 2 70
Bladders, in bbls. . . 2 80 2 90
Pure Putty, 60c cwt. advance.

SHELLAC.

Gum, 32c lb.; finest orange, 42c lb.

TAR (PINE TAR).

Half pint tins, per doz. . . 0 60
Pint tins, per doz. . . 1 10

PAINT AND VARNISH REMOVER.

Taxite, 1 gal. cans . . . 2 10
Cumoff . . . 2 10

TURPENTINE.

Montreal Toronto
5 gal. . . See weekly report
Pure, single bbls. . . See weekly report

SLATING.

2 to 4 bbls. . . 0 60 0 64
Liquid Slating, B.B. . . \$3.00

STAINS.

Gal.
Oil, & Spirit, Berry Bros. \$2.50
Water Stains, Berry Bros. 1 25
Berrycraft stain finish . . 3 00
Shingle tint, 5 gal. cans . . 1 15

VARNISHES.

Per gal. cans
Liquid Granite . . . \$3 00
Elastic Interior . . . 3 00
Elastic Outside . . . 6 00
Luxeberry, light . . . 3 00
Luxeberry, white . . . 5 00
Luxeberry, spar . . . 4 50

Luxeberry, exterior . . . 5 00
Dugloss finish . . . 3 00
Carriage, No. 1 . . . 1 50
Excello . . . 2 00
Mar-Not . . . 2 70
Elastic Oak . . . 1 50
Light oil finish . . . 1 35
Gold sized japan . . . 2 00
Baking black japan . . . 1 35
No. 1 black japan . . . 0 95
Crystal Damar . . . 2 50
No. 1 Damar . . . 2 25
Oilcloth . . . 1 50
House painters' white jap. 1 95
Elastillite varnish . . . 2 25
Copaline varnish . . . 2 25
Granitine floor finish . . 2 25
Jamieson's floor enamel . . 1 75
Sherwin-Williams' KOPAL varnish . . . 2 60
Canada Paint Co.'s SUN varnish . . . 2 25
"Flint-Lac," coach . . . 1 30
B. H. Ltd., "Gold Medal," cases . . . 1 80
Dependon Lt. H. Oil Finish 1 55
Everlastic Floor . . . 2 30
Elastic exterior finish . . 4 25
Flatline floor finish . . . 3 00
Stovepipe varnish, ½ pts., gross . . . 9 00
Pure white shellac varnish 2 00
Pure orange shellac varnish . . . 1 90
No. 1 orange shellac varnish . . . 1 75

WATER PAINTS.

Opalite, 300 lb. bbls. . . 0 07
Opalite, 100 lb. kegs . . . 0 07½
1 gal. package, per pkge. 0 45
½ gal. package, per pkge 0 25

WASTE (POLISHING).

Cream . . . 0 13
White . . . 0 12

WASTE (WHITE).

XXX extra . . . 0 11
X Grand . . . 0 10½
XLCR . . . 0 09½
X Empire . . . 0 08½
X Press . . . 0 07½

WASTE (COLORED).

Fancy . . . 0 07½
Lion . . . 0 07
Standard . . . 0 06½
Popular . . . 0 05½
Keen . . . 0 05

WASTE (PACKING).

Arrow . . . 0 15
Anchor . . . 0 06
Anvil . . . 0 07½
Axle . . . 0 09

WASHED WIPERS.

Select white . . . 0 06
Light colored . . . 0 06½
Dark colored . . . 0 05

WAX.

Per lb.

Johnson's Floor, natural. . 0 38
Johnson's Floor, black. . . 0 38
Old English Floor Wax. . . 0 38
Cooke & Boulton's Floor Wax . . . 0 30
Ronuk Floor Wax, lb. . . 0 38
Berry Bros. . . 0 45

WHITING.

Plain, in bbls. . . 1 00
Gilders, bolted, in bbls. . 1 20

ZINC (DRY).

Extra Red Seal, V.M. . . .

ZINC IN OIL.

Pure, in 25-lb. irons . . . 0 16
No. 1, in 25-lb. irons . . . 0 07
No. 2, in 25-lb. irons . . . 0 05½
Pure in Darmar Varnish. . 0 19½



"KAY'S" EXCELSIOR RED HONE CURLING STONES

These stones serve to the greatest satisfaction, and have been used exclusively by the best curlers since the game has been played in Western Canada. They are the favorites to-day, being especially designed for use on the hard ice.

No working down or a season's playing required to put these stones in shape. They will play perfectly from the start. Ask old curlers about them and be convinced that we are right.

THOMAS BLACK

76 LOMBARD STREET

WINNIPEG

MAYMORE

BUY BRITISH GOODS

The only complete line
of Builders' Hardware
made expressly for

Canadian Market
by
BRITISH MANUFACTURERS

Write for Catalog and Prices

THOMAS W. KIRBY 75 Yonge St. Arcade
TORONTO

Canadian Agent for

MAY & PADMORE LTD BIRMINGHAM ENG.



The Connor Power or Electric Washer

Fig. 1—Shows the wringer in position to wring clothes from washer to rinse tub.
Fig. 2—Shows wringer swung 45 degrees to wring clothes from rinse tub to bluing tub.
Fig. 3—Shows wringer swung 90 degrees to wring clothes from bluing tub to basket.
Fig. 4—Shows flat pulley to be used for gasoline engine drive.
Fig. 5—Shows electric motor adjusted underneath tub.

Write to-day for prices and agency.

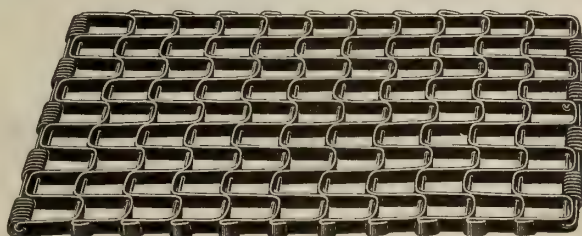
Manufactured by

J. H. Connor & Son, Ltd.

Ottawa, Ont.

"Keystone" Flexible Steel Door Mats

Door mats are an acknowledged necessity. The Keystone is superior to any other mat made, yet our list prices are invariably lower than others.



Write your Jobber or direct to Us for Literature and Prices

The best mat and at the best price should appeal to you. The Keystone is made in various stock sizes and is also furnished in special shapes and sizes.

Kuhne-Anderton Mfg. Company, Port Hope, Ontario

Winnipeg Hardware Quotations

ANVILS.

Peter Wright, 80 lbs. and up, 11½¢ per lb.; clip horn, 12½¢.

AUGER BITS.

"Irwin" bits, 45 per cent.; common, 70 and 10 per cent.

AXES.

H. B., 1 lb., \$6.25 per doz.; 1½ lb., \$6.65; 2 lb., \$6.90; 2½ lb., \$7.50; 3 lb., \$7.75; 3½ lb., \$8; 4 lb., \$8.50; 4½ lb., \$9.50; 5 lb., \$10; 6 lb., \$10.25; 7 lb., \$10.50; 8 lb., \$10.75; 9 lb., \$11; 10 lb., \$11.25; 11 lb., \$11.50; 12 lb., \$11.75; 13 lb., \$12; 14 lb., \$12.25; 15 lb., \$12.50; 16 lb., \$12.75; 17 lb., \$13; 18 lb., \$13.25; 19 lb., \$13.50; 20 lb., \$13.75; 21 lb., \$14; 22 lb., \$14.25; 23 lb., \$14.50; 24 lb., \$14.75; 25 lb., \$15; 26 lb., \$15.25; 27 lb., \$15.50; 28 lb., \$15.75; 29 lb., \$16; 30 lb., \$16.25; 31 lb., \$16.50; 32 lb., \$16.75; 33 lb., \$17; 34 lb., \$17.25; 35 lb., \$17.50; 36 lb., \$17.75; 37 lb., \$18; 38 lb., \$18.25; 39 lb., \$18.50; 40 lb., \$18.75; 41 lb., \$19; 42 lb., \$19.25; 43 lb., \$19.50; 44 lb., \$19.75; 45 lb., \$20; 46 lb., \$20.25; 47 lb., \$20.50; 48 lb., \$20.75; 49 lb., \$21; 50 lb., \$21.25; 51 lb., \$21.50; 52 lb., \$21.75; 53 lb., \$22; 54 lb., \$22.25; 55 lb., \$22.50; 56 lb., \$22.75; 57 lb., \$23; 58 lb., \$23.25; 59 lb., \$23.50; 60 lb., \$23.75; 61 lb., \$24; 62 lb., \$24.25; 63 lb., \$24.50; 64 lb., \$24.75; 65 lb., \$25; 66 lb., \$25.25; 67 lb., \$25.50; 68 lb., \$25.75; 69 lb., \$26; 70 lb., \$26.25; 71 lb., \$26.50; 72 lb., \$26.75; 73 lb., \$27; 74 lb., \$27.25; 75 lb., \$27.50; 76 lb., \$27.75; 77 lb., \$28; 78 lb., \$28.25; 79 lb., \$28.50; 80 lb., \$28.75; 81 lb., \$29; 82 lb., \$29.25; 83 lb., \$29.50; 84 lb., \$29.75; 85 lb., \$30; 86 lb., \$30.25; 87 lb., \$30.50; 88 lb., \$30.75; 89 lb., \$31; 90 lb., \$31.25; 91 lb., \$31.50; 92 lb., \$31.75; 93 lb., \$32; 94 lb., \$32.25; 95 lb., \$32.50; 96 lb., \$32.75; 97 lb., \$33; 98 lb., \$33.25; 99 lb., \$33.50; 100 lb., \$33.75; 101 lb., \$34; 102 lb., \$34.25; 103 lb., \$34.50; 104 lb., \$34.75; 105 lb., \$35; 106 lb., \$35.25; 107 lb., \$35.50; 108 lb., \$35.75; 109 lb., \$36; 110 lb., \$36.25; 111 lb., \$36.50; 112 lb., \$36.75; 113 lb., \$37; 114 lb., \$37.25; 115 lb., \$37.50; 116 lb., \$37.75; 117 lb., \$38; 118 lb., \$38.25; 119 lb., \$38.50; 120 lb., \$38.75; 121 lb., \$39; 122 lb., \$39.25; 123 lb., \$39.50; 124 lb., \$39.75; 125 lb., \$40; 126 lb., \$40.25; 127 lb., \$40.50; 128 lb., \$40.75; 129 lb., \$41; 130 lb., \$41.25; 131 lb., \$41.50; 132 lb., \$41.75; 133 lb., \$42; 134 lb., \$42.25; 135 lb., \$42.50; 136 lb., \$42.75; 137 lb., \$43; 138 lb., \$43.25; 139 lb., \$43.50; 140 lb., \$43.75; 141 lb., \$44; 142 lb., \$44.25; 143 lb., \$44.50; 144 lb., \$44.75; 145 lb., \$45; 146 lb., \$45.25; 147 lb., \$45.50; 148 lb., \$45.75; 149 lb., \$46; 150 lb., \$46.25; 151 lb., \$46.50; 152 lb., \$46.75; 153 lb., \$47; 154 lb., \$47.25; 155 lb., \$47.50; 156 lb., \$47.75; 157 lb., \$48; 158 lb., \$48.25; 159 lb., \$48.50; 160 lb., \$48.75; 161 lb., \$49; 162 lb., \$49.25; 163 lb., \$49.50; 164 lb., \$49.75; 165 lb., \$50; 166 lb., \$50.25; 167 lb., \$50.50; 168 lb., \$50.75; 169 lb., \$51; 170 lb., \$51.25; 171 lb., \$51.50; 172 lb., \$51.75; 173 lb., \$52; 174 lb., \$52.25; 175 lb., \$52.50; 176 lb., \$52.75; 177 lb., \$53; 178 lb., \$53.25; 179 lb., \$53.50; 180 lb., \$53.75; 181 lb., \$54; 182 lb., \$54.25; 183 lb., \$54.50; 184 lb., \$54.75; 185 lb., \$55; 186 lb., \$55.25; 187 lb., \$55.50; 188 lb., \$55.75; 189 lb., \$56; 190 lb., \$56.25; 191 lb., \$56.50; 192 lb., \$56.75; 193 lb., \$57; 194 lb., \$57.25; 195 lb., \$57.50; 196 lb., \$57.75; 197 lb., \$58; 198 lb., \$58.25; 199 lb., \$58.50; 200 lb., \$58.75; 201 lb., \$59; 202 lb., \$59.25; 203 lb., \$59.50; 204 lb., \$59.75; 205 lb., \$60; 206 lb., \$60.25; 207 lb., \$60.50; 208 lb., \$60.75; 209 lb., \$61; 210 lb., \$61.25; 211 lb., \$61.50; 212 lb., \$61.75; 213 lb., \$62; 214 lb., \$62.25; 215 lb., \$62.50; 216 lb., \$62.75; 217 lb., \$63; 218 lb., \$63.25; 219 lb., \$63.50; 220 lb., \$63.75; 221 lb., \$64; 222 lb., \$64.25; 223 lb., \$64.50; 224 lb., \$64.75; 225 lb., \$65; 226 lb., \$65.25; 227 lb., \$65.50; 228 lb., \$65.75; 229 lb., \$66; 230 lb., \$66.25; 231 lb., \$66.50; 232 lb., \$66.75; 233 lb., \$67; 234 lb., \$67.25; 235 lb., \$67.50; 236 lb., \$67.75; 237 lb., \$68; 238 lb., \$68.25; 239 lb., \$68.50; 240 lb., \$68.75; 241 lb., \$69; 242 lb., \$69.25; 243 lb., \$69.50; 244 lb., \$69.75; 245 lb., \$70; 246 lb., \$70.25; 247 lb., \$70.50; 248 lb., \$70.75; 249 lb., \$71; 250 lb., \$71.25; 251 lb., \$71.50; 252 lb., \$71.75; 253 lb., \$72; 254 lb., \$72.25; 255 lb., \$72.50; 256 lb., \$72.75; 257 lb., \$73; 258 lb., \$73.25; 259 lb., \$73.50; 260 lb., \$73.75; 261 lb., \$74; 262 lb., \$74.25; 263 lb., \$74.50; 264 lb., \$74.75; 265 lb., \$75; 266 lb., \$75.25; 267 lb., \$75.50; 268 lb., \$75.75; 269 lb., \$76; 270 lb., \$76.25; 271 lb., \$76.50; 272 lb., \$76.75; 273 lb., \$77; 274 lb., \$77.25; 275 lb., \$77.50; 276 lb., \$77.75; 277 lb., \$78; 278 lb., \$78.25; 279 lb., \$78.50; 280 lb., \$78.75; 281 lb., \$79; 282 lb., \$79.25; 283 lb., \$79.50; 284 lb., \$79.75; 285 lb., \$80; 286 lb., \$80.25; 287 lb., \$80.50; 288 lb., \$80.75; 289 lb., \$81; 290 lb., \$81.25; 291 lb., \$81.50; 292 lb., \$81.75; 293 lb., \$82; 294 lb., \$82.25; 295 lb., \$82.50; 296 lb., \$82.75; 297 lb., \$83; 298 lb., \$83.25; 299 lb., \$83.50; 300 lb., \$83.75; 301 lb., \$84; 302 lb., \$84.25; 303 lb., \$84.50; 304 lb., \$84.75; 305 lb., \$85; 306 lb., \$85.25; 307 lb., \$85.50; 308 lb., \$85.75; 309 lb., \$86; 310 lb., \$86.25; 311 lb., \$86.50; 312 lb., \$86.75; 313 lb., \$87; 314 lb., \$87.25; 315 lb., \$87.50; 316 lb., \$87.75; 317 lb., \$88; 318 lb., \$88.25; 319 lb., \$88.50; 320 lb., \$88.75; 321 lb., \$89; 322 lb., \$89.25; 323 lb., \$89.50; 324 lb., \$89.75; 325 lb., \$90; 326 lb., \$90.25; 327 lb., \$90.50; 328 lb., \$90.75; 329 lb., \$91; 330 lb., \$91.25; 331 lb., \$91.50; 332 lb., \$91.75; 333 lb., \$92; 334 lb., \$92.25; 335 lb., \$92.50; 336 lb., \$92.75; 337 lb., \$93; 338 lb., \$93.25; 339 lb., \$93.50; 340 lb., \$93.75; 341 lb., \$94; 342 lb., \$94.25; 343 lb., \$94.50; 344 lb., \$94.75; 345 lb., \$95; 346 lb., \$95.25; 347 lb., \$95.50; 348 lb., \$95.75; 349 lb., \$96; 350 lb., \$96.25; 351 lb., \$96.50; 352 lb., \$96.75; 353 lb., \$97; 354 lb., \$97.25; 355 lb., \$97.50; 356 lb., \$97.75; 357 lb., \$98; 358 lb., \$98.25; 359 lb., \$98.50; 360 lb., \$98.75; 361 lb., \$99; 362 lb., \$99.25; 363 lb., \$99.50; 364 lb., \$99.75; 365 lb., \$100; 366 lb., \$100.25; 367 lb., \$100.50; 368 lb., \$100.75; 369 lb., \$101; 370 lb., \$101.25; 371 lb., \$101.50; 372 lb., \$101.75; 373 lb., \$102; 374 lb., \$102.25; 375 lb., \$102.50; 376 lb., \$102.75; 377 lb., \$103; 378 lb., \$103.25; 379 lb., \$103.50; 380 lb., \$103.75; 381 lb., \$104; 382 lb., \$104.25; 383 lb., \$104.50; 384 lb., \$104.75; 385 lb., \$105; 386 lb., \$105.25; 387 lb., \$105.50; 388 lb., \$105.75; 389 lb., \$106; 390 lb., \$106.25; 391 lb., \$106.50; 392 lb., \$106.75; 393 lb., \$107; 394 lb., \$107.25; 395 lb., \$107.50; 396 lb., \$107.75; 397 lb., \$108; 398 lb., \$108.25; 399 lb., \$108.50; 400 lb., \$108.75; 401 lb., \$109; 402 lb., \$109.25; 403 lb., \$109.50; 404 lb., \$109.75; 405 lb., \$110; 406 lb., \$110.25; 407 lb., \$110.50; 408 lb., \$110.75; 409 lb., \$111; 410 lb., \$111.25; 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631 lb., \$166.50; 632 lb., \$166.75; 633 lb., \$167; 634 lb., \$167.25; 635 lb., \$167.50; 636 lb., \$167.75; 637 lb., \$168; 638 lb., \$168.25; 639 lb., \$168.50; 640 lb., \$168.75; 641 lb., \$169; 642 lb., \$169.25; 643 lb., \$169.50; 644 lb., \$169.75; 645 lb., \$170; 646 lb., \$170.25; 647 lb., \$170.50; 648 lb., \$170.75; 649 lb., \$171; 650 lb., \$171.25; 651 lb., \$171.50; 652 lb., \$171.75; 653 lb., \$172; 654 lb., \$172.25; 655 lb., \$172.50; 656 lb., \$172.75; 657 lb., \$173; 658 lb., \$173.25; 659 lb., \$173.50; 660 lb., \$173.75; 661 lb., \$174; 662 lb., \$174.25; 663 lb., \$174.50; 664 lb., \$174.75; 665 lb., \$175; 666 lb., \$175.25; 667 lb., \$175.50; 668 lb., \$175.75; 669 lb., \$176; 670 lb., \$176.25; 671 lb., \$176.50; 672 lb., \$176.75; 673 lb., \$177; 674 lb., \$177.25; 675 lb., \$177.50; 676 lb., \$177.75; 677 lb., \$178; 678 lb., \$178.25; 679 lb., \$178.50; 680 lb., \$178.75; 681 lb., \$179; 682 lb., \$179.25; 683 lb., \$179.50; 684 lb., \$179.75; 685 lb., \$180; 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906 lb., \$235.25; 907 lb., \$235.50; 908 lb., \$235.75; 909 lb., \$236; 910 lb., \$236.25; 911 lb., \$236.50; 912 lb., \$236.75; 913 lb., \$237; 914 lb., \$237.25; 915 lb., \$237.50; 916 lb., \$237.75; 917 lb., \$238; 918 lb., \$238.25; 919 lb., \$238.50; 920 lb., \$238.75; 921 lb., \$239; 922 lb., \$239.25; 923 lb., \$239.50; 924 lb., \$239.75; 925 lb., \$240; 926 lb., \$240.25; 927 lb., \$240.50; 928 lb., \$240.75; 929 lb., \$241; 930 lb., \$241.25; 931 lb., \$241.50; 932 lb., \$241.75; 933 lb., \$242; 934 lb., \$242.25; 935 lb., \$242.50; 936 lb., \$242.75; 937 lb., \$243; 938 lb., \$243.25; 939 lb., \$243.50; 940 lb., \$243.


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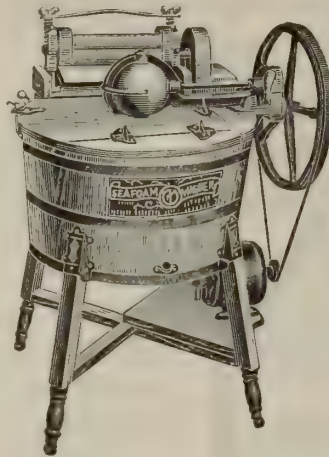
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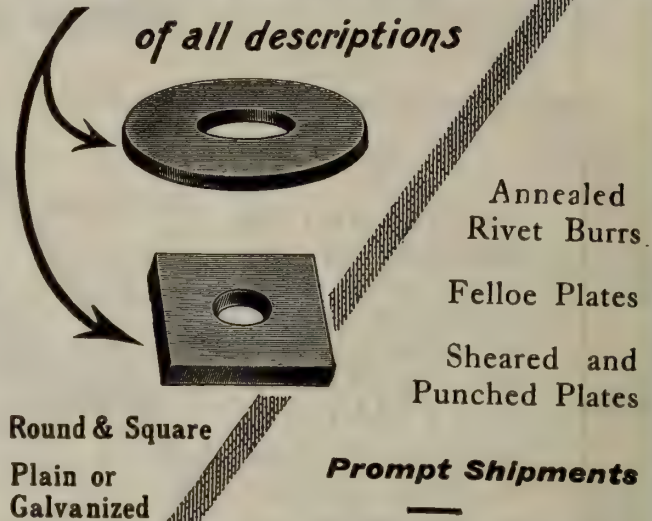


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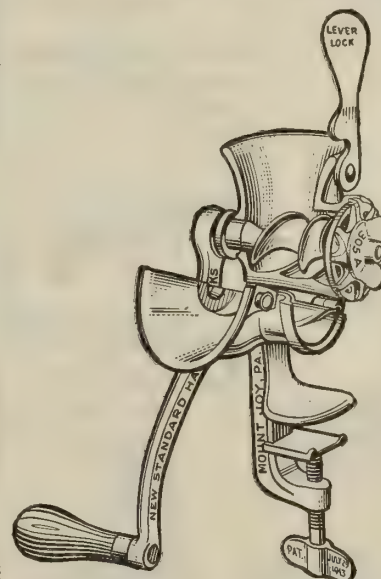
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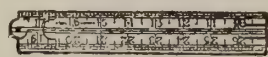
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AT the request of many of our readers and in order to assist Canadian hardwaremen in such a manner as to make it easy for them to use illustrations of staple hardware lines in their newspaper, circular or catalogue advertising. Hardware and Metal's editorial department has instituted a new service, viz., the supplying of electros of staple hardware lines at a reasonable price. Many merchants claim that the electros they have on hand are of such large proportions and occupy such large space that their use is almost prohibitive on account of the cost of newspaper space. By using small electros of seasonable goods the merchants will be able to feature several lines in one advertisement at a very reasonable cost. Hardware and Metal will from time to time publish seasonable advertising suggestions in which electros here shown will be used. In ordering electros be sure and order by numbers. Price of electros shown on this page is 15c each. Cash with order. Address all orders to Hardware and Metal, 143-153 University Ave., Toronto, Ont. Series No. 1.



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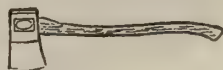
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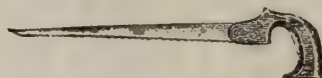
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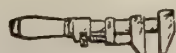
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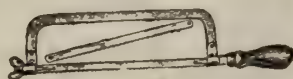
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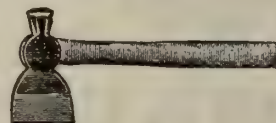
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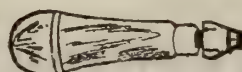
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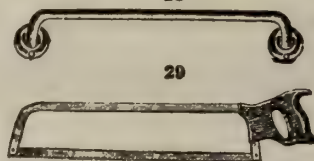
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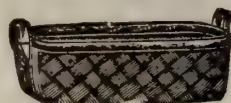
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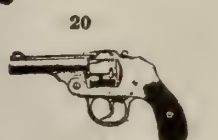
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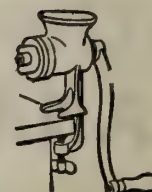
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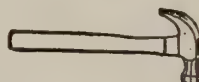
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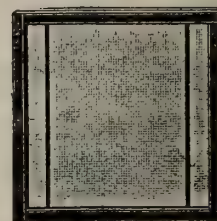
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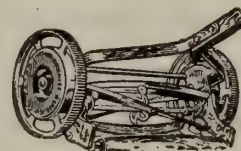
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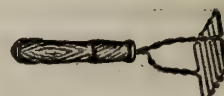
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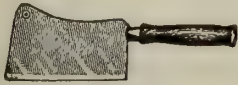
HARDWARE AND METAL'S ELECTRO SERVICE



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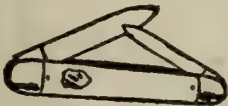
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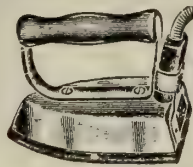
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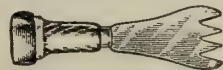
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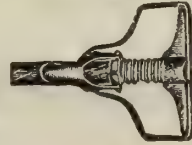
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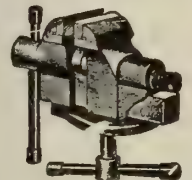
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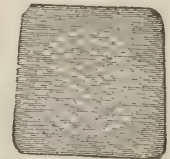
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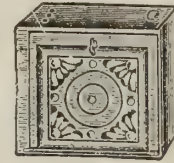
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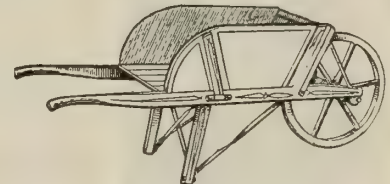
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Electros on this page will be supplied at 15 cents each. Cash with order. Be sure and order by number.

Address all orders for cuts to

Hardware and Metal, 143-153 University Ave., Toronto, Canada

SCREW HOLES

**Proving
the most popular
article offered to the
hardware trade in years**

They sell at once. The mechanics grab them, as well as the architects and the consumer. They do away with stubborn, sticking screws and holes, caused through the placing and removing of screws when applied to woodwork as in the putting up and taking down of screen doors, etc.

Our **free mounted sample** will convince you of their merits and advantages. Write for it now.

Stine Screw Holes Co.

Decatur, Illinois
U. S. A.

NORCROSS

Cultivator-Hoes and Weeders

ARE EASY TO INTRODUCE, because they cost but little more than the ordinary hoe, and THEREAFTER MAKE BIG DEMAND, because users tell their neighbors how they can accom-



plish much more and better work with less labor.

With a choice of three sizes at varying prices—including the **HIGHEST QUALITY THAT GOOD MATERIAL WORKMANSHIP AND SPECIALIZING CAN PRODUCE**, you can satisfy every possible requirement of a customer.



We do not make wheel plows. Illustration shows how 5-prong tool will attach, by means of our **UNIVERSAL CONNECTION** furnished extra at small cost. Ask us for literature and name of your nearest jobber who handles the "Norcross" Garden Tools.

C. S. Norcross & Sons
Manufacturers
BUSHNELL, ILL.



Sanitary Dust Pan

Eliminates "back-breaking" stooping

A wonderful convenience of daily use in every home; may be carried on the arm, leaving both hands free; closes when lifted from the floor, so as to prevent dirt from falling or blowing out; edge hugs the floor; stands hard usage; finished in black enamel.

Write for full particulars.

**ANDREWS WIRE
Works of Canada**

Limited
WATFORD, ONT.



A Few Dollars More a Week

makes a big difference in your yearly income.

Have you ever thought how you might add to your weekly salary without interfering with your regular work?

Will you let us solve this problem for you?

So far this year, we have shown seventy-five enterprising and ambitious clerks how to make \$5.00 a week more during their spare hours. They will each make additional salary every week this year, and longer should they wish.

If you would like us to show you, write to-day.

This is genuine.

THE
MACLEAN PUBLISHING CO.
143-153 University Ave., Toronto

Your Customers Want Skates Made in Canada

Give them LUNN'S SKATES—best in the world.

The lightest skate made — will out-wear 3 pairs of any other make.



A Legal
Guarantee with
every pair.


Lighter and
Better than
any Tube
Skate.

WRITE TO-DAY FOR PARTICULARS AND PRICES.

G. J. LUNN & CO., Machinists, Toolmakers and Blacksmiths — MONTREAL

CROWBARS

No. 102-A—CHISEL POINT



We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

ROOFING
Of Quality

"BLACK CAT" "GOOD LUCK" } RUBBER
"McCOMB'S SPECIAL" } ROOFINGS

Write for Prices.

J.H. McComb
Limited
Montreal

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for Machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

TWO CENTS PER WORD

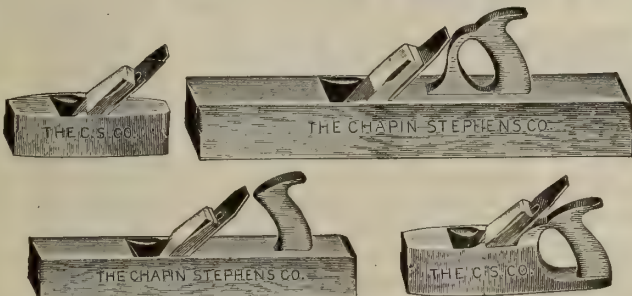
You can talk across the continent for two cents per word with a WANT AD. in this paper.

STAMPED
ON THEGENUINE
ARTICLE

Jonathan Crookes & Son
Sheffield, England

**PEN, POCKET & SPORTING
KNIVES, RAZORS, &c.**

For Sale by Leading Wholesale Houses



All kinds of
**WOOD
Planes**

THE CHAPIN-STEPHENS CO.,
UNION FACTORY
PINE MEADOW, CONN., U.S.A.

Smith Hardware Co., Ltd., Agents, Montreal, Canada.

BUYING**Made-in-Canada Goods**

keeps Canadian factories busy
and their employees prosperous.

Conversely—

Buying foreign goods keeps Canadians
idle.

Last year Canada bought more than a
million dollars' worth of foreign-made
goods per day.

That milk is spilled. Let us not cry
over it.

This year's milk is still in the pail.

LET US NOT SPILL IT

When you need DRILLS, buy WILT
DRILLS.

They are MADE-IN-CANADA and—
They are as good as any drills made
anywhere.

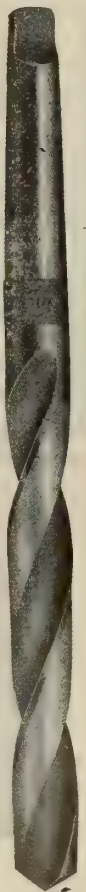
Ask your jobber, or write us.

The Wilt Twist Drill Co.

of Canada, Limited

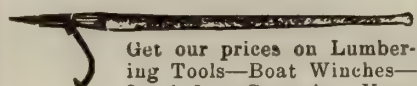
WALKERVILLE

ONTARIO



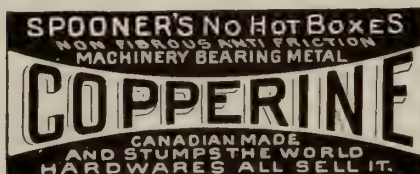
DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.



Get our prices on Lumbering Tools—Boat Winches—Steel Log Stamping Hammers, etc.

ARGALL BROS., - - General Ironworkers
Estb. 1860 Three Rivers, P.Q.



A want ad. in this paper will bring replies from all parts of Canada.

100 Years of Peace

Between the United States and Canada WALKER'S CORK SCREWS have been sold in Canada for a quarter of that time, and more of them will be sold because they are all guaranteed not to bend or break in use. All jobbers in Canada have them in stock. Insist on getting "Walkers." Our 1914 catalogue should be in every hardware store. Write us for it.
ERIE SPECIALTY COMPANY, Erie, Pa., U.S.A.



STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

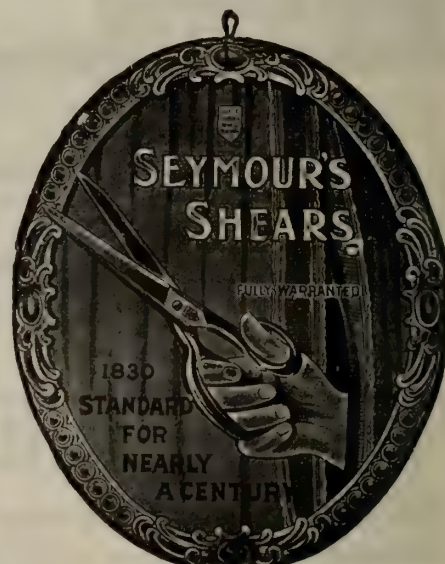


The PARMENTER BULLOCH CO., Ltd. GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



Write for a catalogue of Feed Cookers, made in all sizes, James Bros. Foundry Co., Perth, Ont. Western Representative A. E. Hinds & Co., 430 Chamber of Commerce, Winnipeg, Man.



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in handsome Colors.

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to Henry T. Seymour Shear Co.

Selling Agents, WIEBISCH & BILGER, Ltd., New York
A. MacFARLANE & CO. Montreal
Canadian Agents

BOLTS, RIVETS, WIRE & WIRE NAILS

Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

Men Around the Kaiser

"ZEPPELINS have crossed and recrossed the North Sea and the Baltic in single non-stop flights. Equipped with searchlights, wireless telegraphy, bomb-tubes and machine guns, the aerial leviathans which carry the battle-flags of the German Army and Navy have executed a dozen flights, the equivalent of trips of recognizance along the entire frontier of France or the coasts of Great Britain," writes Frederic W. Wile, former Berlin Correspondent of the London Daily Mail, in his new book, MEN AROUND THE KAISER. Mr. Wile was arrested on a special order from the Kaiser when the war broke out.

For a thorough understanding of the vast resources of the German Empire and the detail with which the Kaiser prepared for the present war, you should read Mr. Wile's book. A 279-paged, illustrated De Luxe Edition, bound in "Silk luster cloth," will be mailed you, postpaid, for \$1.75.

THE MACLEAN PUBLISHING COMPANY, LTD.
143-153 University Avenue, Toronto

Metallic Nickel SHOT, BLOCKS, INGOTS

ALSO

ELECTROLYTIC NICKEL

(99.80% PURE)

Prime Metal for the
manufacture of Nickel
Steel, German Silver,
Anodes and all Alloy
purposes.

THE INTERNATIONAL NICKEL COMPANY

43 Exchange Place NEW YORK

NOVA SCOTIA STEEL & COAL CO., Limited, NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL



Oakey's

The original and only
Genuine Preparation
for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of

Emery, Black Lead Emery Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

LONDON

HIGH GRADE

We have economical
and correct methods of production,
which means that you get bar iron that is
absolutely reliable in toughness, strength and work-
ability at the lowest prices.
The consignments you receive from time to time are the same
through and through.
Carry a stock for your customers—a splendid profit awaits
you. If you prefer we can ship direct from mill.

London Rolling Mills Co., Limited, London, Canada

Sales Agents
Manitoba, Bissett & Loucks, Limited,
Winnipeg; British Columbia, McPherson
& Teetzel, Vancouver.

BAR IRON

DRIVE WELL POINTS



All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches.
All numbers of gauze from 60 to 120 mesh.
Also Tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes,
Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps,
Brass Wire Cloth, and Perforated Sheet Brass, Pump Leathers, Red Couplings, Tank Lugs.

PROMPT SHIPMENTS

Otterville Manufacturing Co., Limited, Otterville, Ont.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

Agents: A. RAMSAY & SON COMPANY, Montreal.

You can talk across the continent for two
cents per word with a WANT AD.
in this paper.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

FOR SALE

"**HARDWARE**" OLD ESTABLISHED. VERY profitable. Easy terms. This is a real opportunity. Apply to Box 116, Hardware and Metal, Toronto. (tf)

HARDWARE — LOCATED IN THE MOST prosperous city of Eastern Townships. Within a few hundred feet of big industries. Stock about \$2,500. Exceptional opportunity. Good reason for selling. Investigate at once. Address Box 141, Hardware and Metal, Toronto. (47)

WANTED

TRAVELLER WITH EXCELLENT CONNECTION with furnace and sheet metal trades in Toronto, requires lines on commission; best of references. Box 145, Hardware & Metal, Toronto. 48

MANUFACTURERS' AGENT WITH 15 years' experience of British Hardware trade and 3 years' Canadian experience, is desirous of returning to England with a view to representing a firm of Canadian Hardware Manufacturers over there. Reply to Box 143, Hardware and Metal, Toronto. 46

AGENCIES WANTED — **EASTERN MANUFACTURERS** looking for energetic Western agent to handle lines on commission; best references. Apply to H. S. Mussett, 304 Hammond Bldg., Winnipeg, Man.

WANTED. FOR JANUARY FIRST, AN experienced salesman for stoves and furnaces; connection in Ontario preferred; permanent position; straight salary. Apply Gurney Foundry Co., Limited, Toronto. (46)

SITUATIONS WANTED

WANTED — **POSITION AS MANAGER OR** head clerk. Have had sixteen years' retail hardware experience and know the business. Would buy interest if services proved satisfactory and the business was satisfactory to me. Apply to Box 146, Hardware & Metal, Toronto. (47)

HARDWARE CLERK DESIRES POSITION — good window dresser and stockkeeper. Apply to Box 144, Hardware & Metal, Toronto. 46

SITUATIONS VACANT

WANTED—RELIABLE, ENERGETIC MAN to secure subscriptions and renewals to MacLean's and Farmer's Magazines. Good income guaranteed to capable person. Apply by letter, stating qualifications, to The MacLean Publishing Company, Limited, 143-153 University Ave., Toronto, Ont.

MISCELLANEOUS

DO YOU WANT TO SELL OR BUY A business? If so, write Moore Bros., Business Brokers, 802 Lumsden Bldg., Toronto, Ont. (47)

THE NATIONAL CASH REGISTER COMPANY guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE—BY installing an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fensom Elevator Co., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.



"Learn Up-To-Date Pattern Drafting."
Assure Yourself Steady Work.

Learn it systematically; get our **METHODS**; we cover every branch of work completely—your work.

WE ARE AUTHORIZED TO STATE AND ADVERTISE THESE HOME STUDY COURSES ARE APPROVED BY THE NAT'L S. M. CONTRACTORS' ASSOCIATION.

We instruct Individuals and local classes by Home Study.

Full particulars sent you free. Come, write for it now.

THE NATIONAL SCHOOL
3555 Olive Street, St. Louis, U.S.A.



PUMPS
ALL KINDS
HAY TOOLS
BARN DOOR
HANGERS

For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and serviceability. **WRITE.**

F. E. Myers & Bro., Ashland, Ohio
J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches

Make Use of This Page for all Your "Wants"

HARDWARE AND METAL, 143 University Ave., Toronto, Ont.

Enclosed find \$....., for which insert following advertisement in your "Want" Ad. Page times. (For Rates see top of this page.) (Each figure counts as one word)

.....
.....
.....
.....
.....

Signed
Town Province

Big Profit and Satisfaction
in Selling

"AYLMER" Force Pumps



They are certain to sell easily because it has several advantages over the ordinary style. Has longer stroke, more power, and works easier.

While designed for hand use it can be readily converted into a Windmill Pump by the addition of a flat bar, which screws into the cross head at top. It will be to your interest to write for full particulars now.

Aylmer Pump and Scale
Company, Limited
Aylmer, Ont., Canada

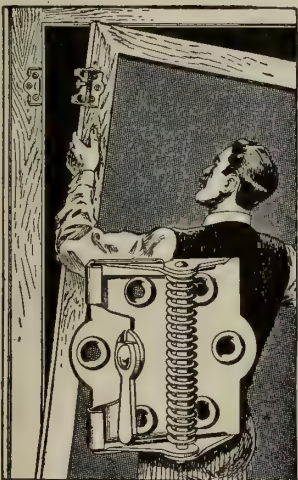
WRITE FOR FREE SAMPLE of the most effective WEATHER STRIP made

Our Weather Strip thoroughly excludes wind, cold, rain, dust and snow, and the fact that the felt is glued to the bottom of the moulding, makes it the only dust-proof weather strip on the market. If your jobber cannot supply you, write us direct.

W. J. Dennis & Company
2222 West Lake St., CHICAGO.

NAIL
Passes
through
both
Moulding
and Felt

THE DENNIS
"CLINCHER"
FELT WEATHER STRIP



JIFFY
Detach-
able
Screen
Door!
Hinge

Patented

Illustration shows door being hung without tools. Pull the lever and it's done. No more trouble with screws—the parts have only to be screwed on once. Nothing to equal it for WINTER STORM DOORS, as well as SCREEN DOORS. Made in all finishes, twelve pairs packed in a box.

Be sure and have your jobber show you this hinge before buying others, or WRITE FOR SAMPLE TO

SAUNDERS & WAINWRIGHT
St. Nicholas Bldg. Montreal

BALLISTITE SMOKELESS POWDER

Power
and Certainty
in Every Grain

Wonderfully perfect scores stand to the credit of Ballistite in all parts of the World. These successes are due to its remarkable strength and absolute uniformity.

BALLISTITE is a waterproof Powder that does not deteriorate. Gives lowest possible breech pressure

NEW EMPIRE (Bulk)—
Uniform close pattern, very light recoil. In demand by those who prefer an easy load.

At Your Dealer's
in any Shell loaded in Canada.



FOR
SHELL
SATISFACTION

IF YOU want the
"cream" of the
sportsman's trade,
supply ammunition
with these loads.

Sportsmen quickly recognized their superiority because they get more game.

Our advertisements, similar to the one illustrated herewith, are running in the most popular sportsmen's magazines.

Note what we are telling hundreds and hundreds of sportsmen and how we refer them to their dealer.

When ordering your next supply of cartridges be sure to specify Ballistite and New Empire loads. You'll give better all-round satisfaction and increase your ammunition sales.

Write for particulars.

Nobel's Explosives, Ltd.
244 Chamber of Commerce
WINNIPEG

FAMOUS A-A FLASHLIGHTS AND BATTERIES ARE BEST, BECAUSE

THEY LAST LONGEST
ARE STRONGER
MOST FINELY FINISHED



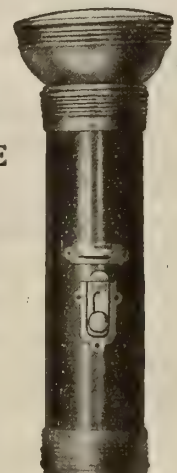
COVERED
BY
BROADEST
GUARANTEE



Write for our special proposition to the
Canadian Trade.

Have you our prices on Christmas Tree
Strings, Pin Sockets, Fancy Lamps, etc.?

ANGLO-AMERICAN CO.
PITTSBURGH, U.S.A.



The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



Made by

A. SHAW & SON, London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

CLASSIFIED LIST OF ADVERTISEMENTS

Insertion of advertisers' names in this Classified Index is not a part of the advertising contract. It is a service we give free, and it is printed solely for the convenience of our readers.

Abrasive Wheels.

The Adamite Wheel & Mfg. Co., Hamilton.
Carborundum Co., Niagara Falls, N.Y.

Aluminum.

British Aluminum Co., Toronto.

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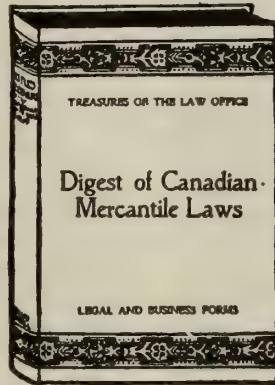
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If you endorse a cheque which bank cashes, are you liable to the bank for the amount, if the cheque were forged or raised?—173.

(The figures after each question refer to the section in the "Digest" which gives the answer.)

Can Interest written "one per cent. per month" in a note be collected by "legal process"?—See sections 345, 185.

In going security on a note, what is the difference between writing your name on the face of the paper or on the back?—171.

Why is it that a verbal agreement to buy real estate with, say \$100 paid down "to bind the bargain," does not bind either seller or buyer?—451.

If a proposition is made to you by letter and you accept it by letter, do you know the exact time when the contract is closed?—39.

How many years does it take a promissory note, a book account, a judgment or a legacy to outlaw in your province?—356, 359, 360, 367.

How long may the drawee legally hold a draft for acceptance?—209.

If a man, in the presence of a witness, makes a verbal agreement to buy a wagon, say for \$53, but does not take possession of it, will the sale be binding?—500.

What effect has it on a will if only one person signs it as a witness?—815.

If the wife or husband of a legatee signs the will as a witness, what is the effect?—816.

"A," in paying off a Mortgage, gave mortgagee a marked cheque on which was written: "This cheque is given and received as a full settlement and discharge of Mortgage No.——." Is that a legal discharge?—410.

If a person goes with his hired man to a merchant and says: "Give this man the goods he may need up to," say "\$15, and if he does not pay you," say, "within thirty days, I will," will the promise bind him?—110.

If stolen goods are sold to an innocent purchaser for value, can they be taken from him?—513.

How may a person legally add "& Co." to his name, or use any special name other than his own as a firm name, without having a partner?—694.

"B" claims that the Canadian Bills of Ex. Act allows him two days, in addition to the day of presentment, to accept a sight draft, and then three days of grace in which to pay it—six days in all. Is he right?—209, 217.

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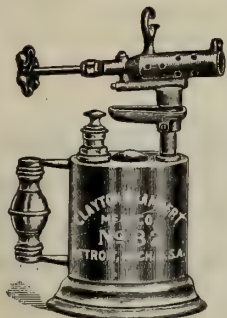
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Pratt & Lambert, Inc., Bridgeburg.
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Sherwin-Williams Co., Montreal.
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Imperial Varnish & Color Co., Toronto.
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Steel Co. of Canada, Limited, Hamilton.
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Northern Electric Co., Montreal.

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Pratt & Whitney Co., Dundas, Ont.
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Brandram-Henderson Co., Montreal.

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Abbey & Imbrie, New York.

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McClary's, London.
Sanderson & Harold Co., Paris.

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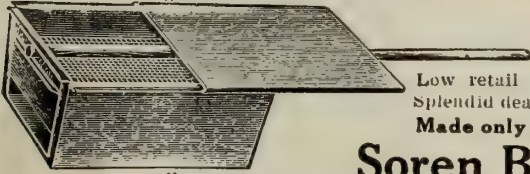
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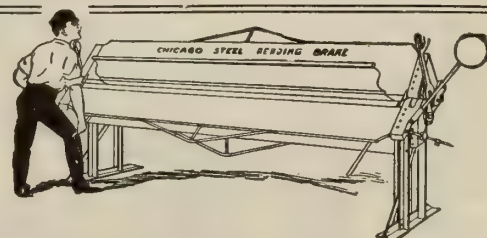
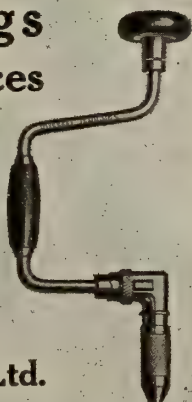
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Sheet Metal Workers would do well to obtain full information concerning these machines.

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G. F. Stephens & Co., Winnipeg.
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Berry Bros., Walkerville.
G. F. Stephens & Co., Winnipeg.
A. Ramsay & Son Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

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The Stanley Works, New Britain.
Steel Co. of Canada, Ltd., Hamilton.

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The Stanley Works, New Britain, Conn.

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Steel Co. of Canada, Ltd., Hamilton.

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McClary's, London, Ont.
The Steel Metal Products Co. of Canada, Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.

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Butterfield & Co., Rock Island, Que.

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Gurney Foundry Co., Toronto.
Findlay Bros., Carleton Place.
Thos. Davidson Mfg. Co., Montreal.
Kir-Ben, Ltd., Almonte.
McClary's, London, Ont.

Stoves, Gas.

Burrow, Stewart & Milne Co., Hamilton.
Gurney Foundry Co., Toronto.
McClary Mfg. Co., London, Ont.

Taps.

Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.

Tacks.

Steel Co. of Canada, Ltd., Hamilton.

Tapes.

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Hoods, Ltd., Birmingham, Eng.
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Stanley Rule & Level Co., New Britain.

Tools, Metal Workers'.

Brown-Boggs Co., Hamilton.

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Richards-Wilcox Canadian Co., London, Ont.

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Clayton & Lambert Mfg. Co., Detroit.

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Onward Mfg. Co., Berlin, Ont.

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Pratt & Lambert, Bridgeburg.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

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Soren Bros., Toronto.

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Soren Bros., Toronto.

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Canada Wire & Iron Goods Mfg. Co., Hamilton.

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B. Greening Wire Co., Ltd., Hamilton.

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Henderson & Richardson, Montreal.
Laidlaw Bale Tie Co., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Wire.

Northern Bolt & Screw Co., Owen Sound, Ont.
Northern Electric Co., Montreal.

Wire Mats.

Andrews Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Goods, Bright.

Steel Co. of Canada, Ltd., Hamilton.

Wire Goods.

Andrews Wire Works, Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Products.

Andrew Wire Works, Watford, Ont.

Wire Rope.

The B. Greening Wire Rope Co., Ltd., Hamilton.

Wire Springs.

The B. Greening Wire Rope Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

Wire Stretchers.

Richards-Wilcox Canadian Co., London, Ont.

Wood Finishes.

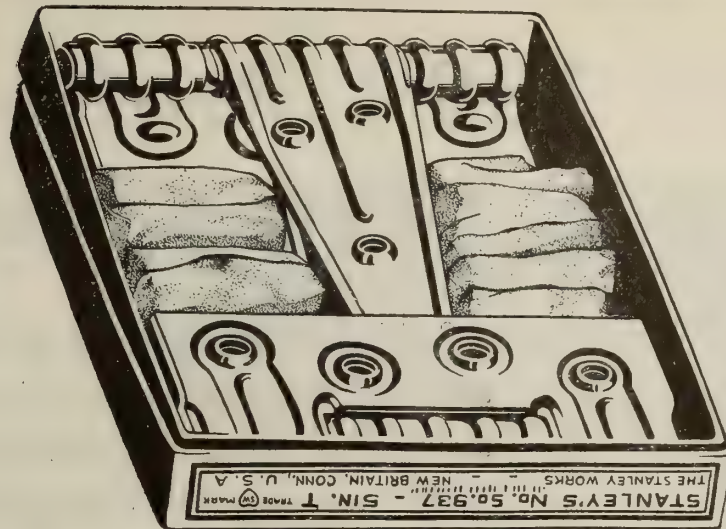
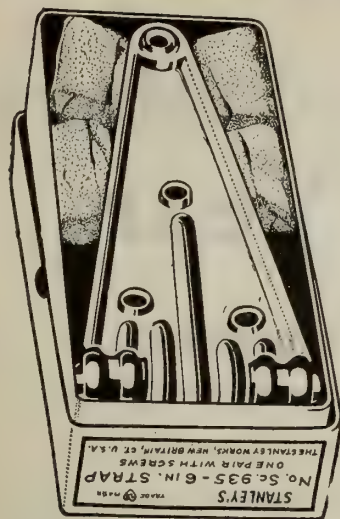
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Woven Wire Fencing.

Dominion Iron & Steel Co., Ltd., Sydney.

Wrenches.

Trimont Mfg. Co., Roxbury, Mass.
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CORRUGATED STRAP AND T-HINGES

ONE PAIR IN A BOX WITH SCREWS SHOULD BE ON YOUR SHELVES

STANLEY'S Corrugated Hinges are greatly superior to the old style hinges. Comparing the two lines, Corrugated Hinges have **greater strength**, consequently **longer life**; **lighter weight** with corresponding **lower freight charges** and a neater appearance. The combination of these qualities of superiority readily explains the **widespread and ever-increasing popularity** of Stanley Corrugated Hinges.

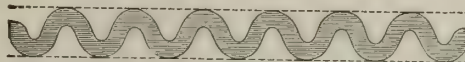


Figure 1

The greater strength with less weight of material is obtained by the application of the old principle of Engineering Design, illustrated in Figure 1. A piece of steel formed as shown by the shaded portion, has very nearly the same strength as a piece of the full area between the dotted lines. It is readily seen how this engineering principle has been used in designing Stanley's Corrugated Hinges.

Ordinary hinges, when they rust, bind on the pin and soon break at the joint.

The Corrugations Around the Joint

of Stanley's Corrugated Hinges absolutely prevent binding on the pin, no matter how rusty the hinges may become. It is in this feature particularly that Stanley's Corrugated Hinges are greatly superior in strength and wearing qualities to any other hinges.

Ask for Stanley's No. 935 Heavy Strap Hinge
Stanley's No. 937 Heavy T-Hinge

either loose or packed neatly one pair in a strong telescope box with the necessary screws of just the right size.

M A D E B Y T H E

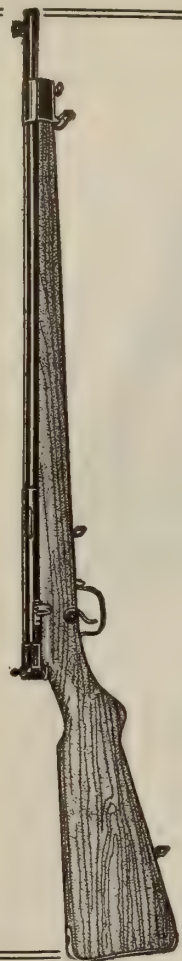
STANLEY S.W. WORKS

NEW BRITAIN
NEW YORK.

TRADE MARK

CONNECTICUT.
CHICAGO.

Canadian Representatives: A. Macfarlane & Co., Montreal.



100% Profit and More Again Next Year

Sell Ross Rifles to your local Cadet and Rifle Clubs and all winter long you will be earning good profits on ammunition sales. Remember the man who sells the Rifle is apt to get this trade also. It earns you many hundred per cent. on your Cadet Rifle Business.

Ross Cadet Rifles, 22 Calibre, officially adopted by the Canadian Government, retail at \$12.00.

ROSS RIFLE CO. - Quebec, P. Q.



ATTRACTIVE, CONVENIENT, DURABLE, REASONABLE IN PRICE.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving,

and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

CAMERON AND CAMPBELL, TORONTO

John Wanamaker says that advertising doesn't jerk — it PULLS. He ought to know, and yet some men think that advertising should go against all rules and precedents and jerk them to success with one tremendous yank.

"HOYT FROST KING"

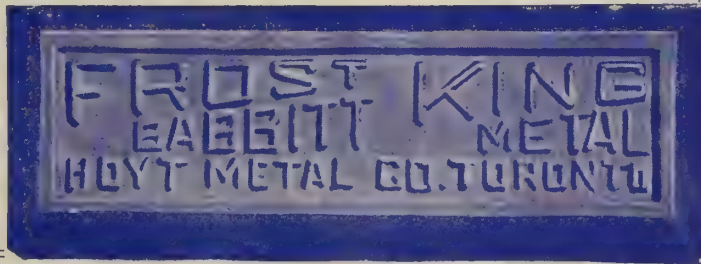
OUR MIXED
METAL SALES
AMOUNT TO
OVER
\$5,000,000
ANNUALLY

This enormous turn-over is the result of distinctive quality

A careful microscopic examination of the grain proves the value of our 10 years' experience in selecting and mixing of metals in the exceptionally uniform fine grain of the alloy.

Selling "Hoyt Frost King" Babbitt is an easy and sure way of boosting babbitt sales.

A trial will convince you.



Hoyt Metal Co., Toronto, Ont.

New York, N.Y.; London, Eng.; St. Louis, Mo.



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

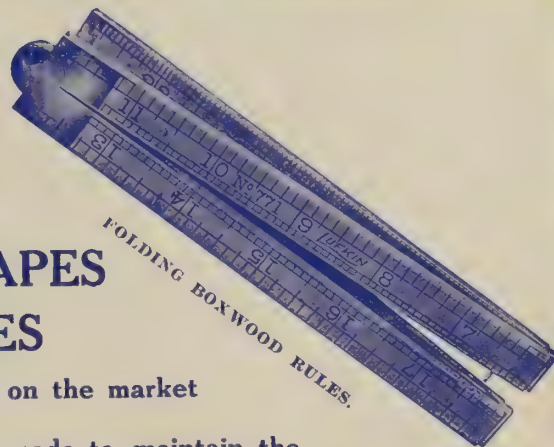
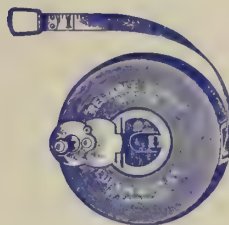
TORONTO

MONTREAL

WINNIPEG

CALGARY

VANCOUVER



MEASURING TAPES STEEL RULES

We make the most complete line on the market of goods of this kind.

Every one of our Tapes and Rules is made to maintain the reputation that the line has borne for years.

GOODS UNDER THE

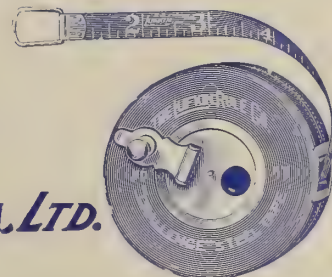
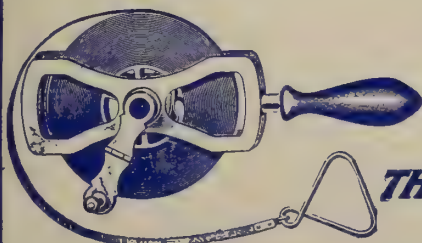
LUFKIN

TRADE-MARK

Need no introduction.

They have an established reputation.

They will sell well, for besides being Canadian made they are widely and favorably known by users.



THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



“Business **Better** Than Usual!”

We have opened up exactly 100% more “High Standard” agencies with progressive dealers this fall than we did last year. Our travellers in two months’ work have already secured about 60% of the total **increase** of business expected of them, and they have still ten months to go. Our advertising plans have been increased 33 1-3% over last year.

These are actual facts as they stand on our books to-day, and we expect to keep up the good work. These are the days when the keen dealer is insisting on a live sales and advertising policy behind the goods he handles. He knows it means cumulative sales and big prestige with a minimum of selling cost on his part. He is insisting on a “High Standard” of quality because quality pays and a pleased customer comes back to be pleased again.

Lowe Bros. dealers **KNOW** they are getting this sales and advertising service and super-quality goods—that’s why the “High Standard” family is able to “smile and sell paint” and report business “better than usual.” Why not join the circle?



Lowe Brothers
LIMITED

Factory and Head Office for Canada:
263 SORAUREN AVENUE, TORONTO
LYON MONKHOUSE, LIMITED, WINNIPEG

"Featuring Christmas Goods and Selling Methods."

HARDWARE AND METAL

Established 1888

Published Every Saturday

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXVI.

Publication Office: Toronto, Canada

No. 47

November 21, 1914

MARTIN-SENOUR PAINTS AND VARNISHES

There are many reasons why **Martin-Senour** Paints and Varnishes are the **easiest** and most **profitable** to sell.

You make good money and good customers by selling Martin-Senour 100% Pure Paint.

There is both prestige and profit for the dealer who handles it. Your customers are preconvincd of its value. Give them what they want.

Our extensive advertising and sales promotion campaigns connect up Martin-Senour Dealer agents with more **sales**, more **profit**.

Value—the best salesman—keeps our factories running full capacity.

They are universally known for their unsurpassed **quality**, and users have come to recognize and ask for them, because they are positively assured of **satisfaction**.

This satisfaction brings the dealer **repeat** orders, **increased** business, more **profits**. It simply means making more money.

100% PURE PAINT

The **MARTIN-SENOUR** Co.

LIMITED

PRODUCERS OF PAINTS AND VARNISHES

CHICAGO

MONTREAL

WINNIPEG

HALIFAX

LINCOLN

TORONTO

Made in Canada



Made in Canada

Made in Canada



The Cromwell Pattern

A Design of Beautiful Simplicity.

Note the delicacy and accuracy with which the simple lines have been executed—as attractive as the handsomest sterling silver.

Unsurpassed in quality and appearance. Like all

1847 ROGERS BROS. 

"Silver Plate that Wears."

it is sold with an unqualified guarantee—made possible by the test of actual use for over 65 years.

Known to the trade as the easiest selling merchandise.


Made in Canada by Canadians and of the best the world produces.

The preference of 75 per cent. of Canada's buyers.



THIS IS YOUR ADVERTISEMENT

We'll send you reproductions in the form of display cards.

Remember, every **1847 ROGERS BROS.**  advertisement states that it is sold by **leading dealers everywhere.** Do your own townspeople know that you handle it? **Also remember,** that the Silverware to handle is that which the great majority of the public want.

Write us for illustrated circular, also "Ideal Assortments for Retailers."

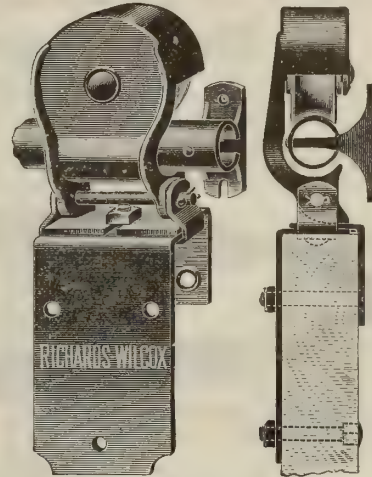
MERIDEN BRITANNIA COMPANY, Limited
HAMILTON, ONTARIO

IT WILL PAY YOU
TO SELL
"P. & W. Co."
SMALL TOOLS
PRECISION
DELIVERY
QUALITY
GUARANTEED

IF YOUR JOBBER CAN'T SUPPLY YOU
WRITE US DIRECT

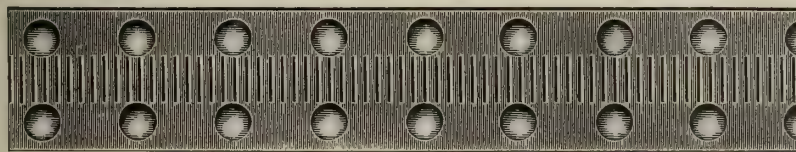
PRATT & WHITNEY COMPANY
OF CANADA LIMITED
DUNDAS **ONTARIO**
MONTREAL—WINNIPEG—VANCOUVER

No. 543—The Red Runner



1. Completely Flexible, allowing door to swing ninety degrees.
2. Lateral Adjustment, Double Apron, and Removable Hinge Pin.
3. Riveted Malleable Brackets—a great advantage—no shorts.

CANADA'S VERY BEST ROUND TRACK HANGER
Richards-Wilcox **CANADIAN**
COMPANY, Ltd.
LONDON, ONT.



Order **STANLEY No. 3000**
"TWINROLD"
COILED DOUBLE

Self-Tightening Box Strapping

See page 87

The Stanley Works, New Britain, Conn.
Canadian Representatives: A. MACFARLANE & CO.
CORISTINE BUILDING, MONTREAL



WIRE BALE TIES



CROSSHEAD

Our wire, for baling hay, is made from the finest quality Bessemer Rods, and is 10 per cent. stronger than any other baling wire.

This is the line that brings the dealer clean, satisfactory profits with every sale, as it is not the come-back kind.

Get our prices and send us a trial order—we guarantee to satisfy.

We also recommend our **WIRE NAILS** and **STAPLES** as inferior to none.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C.

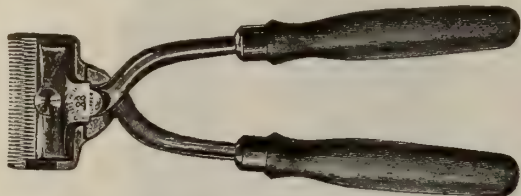
Harry F. Moulden, Winnipeg, Man.

PRIEST'S HORSE and TOILET CLIPPERS

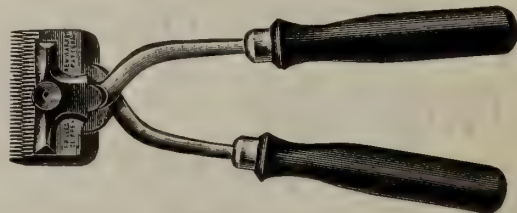
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

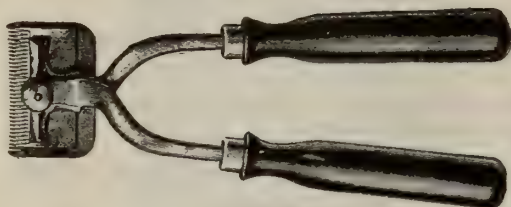
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



BALL BEARING
Retailing at about \$2.50.

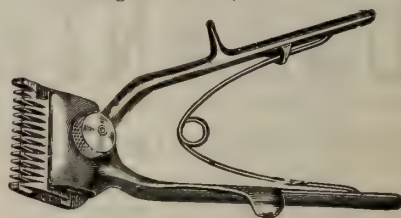


NEW MARKET
Retailing at about \$1.75.



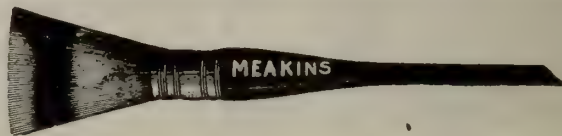
LENOX
Retailing at about \$1.50.

If you are not familiar with these goods, send for samples and compare them with others.



Hunter, Fetlock and Dog Clipper, retailing at about \$1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL
Canadian Agents for Wiebusch & Hilger, Ltd., New York City



Your Brush Sales

Depend on the Brush

Hardware merchants find Meakins Brushes an invaluable line, because they give satisfaction, good profit and get re-orders.

We have spent years and years in specializing on brushes. We employ the best workmen that are procurable.

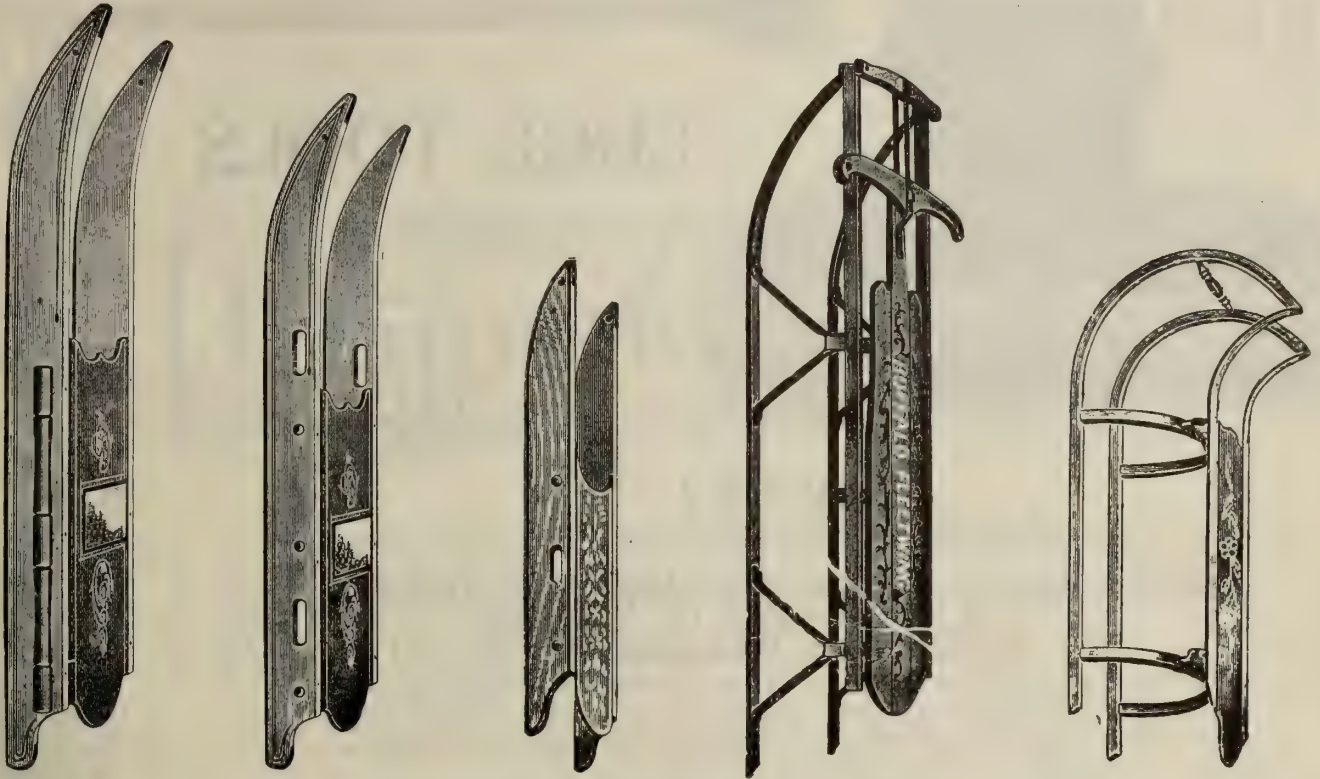
We put better service in the brush—the product shows it.

We make a large variety. May we send our catalogue, showing them all?

Meakins & Sons, Ltd., Hamilton, Ont.

Warehouses: WINNIPEG LONDON TORONTO MONTREAL

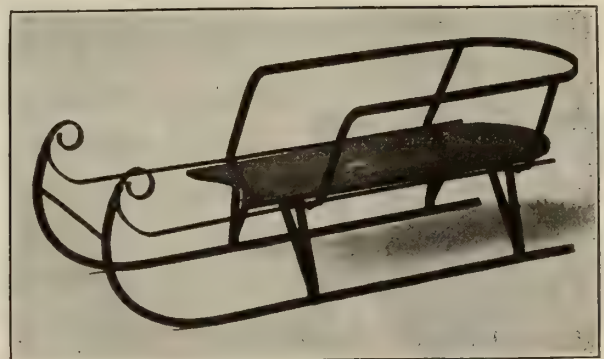
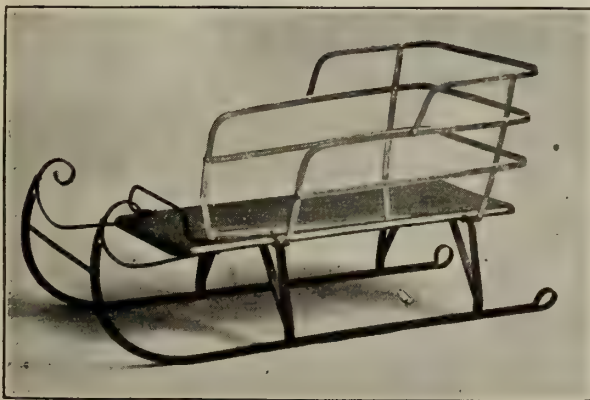




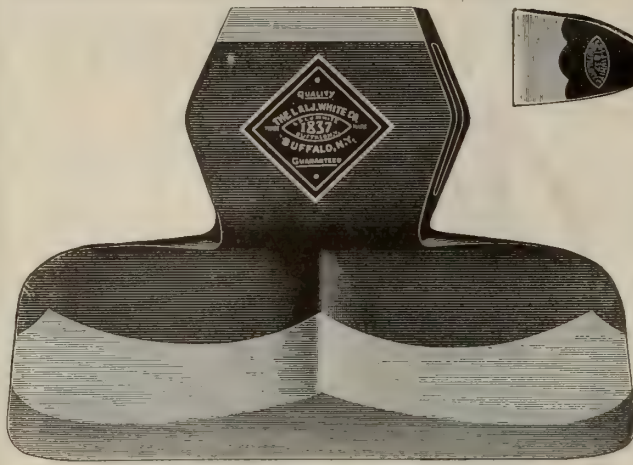
SLEDS

A few lines taken from our
Large Assortment

Send us your mail orders



LEWIS BROS., LIMITED, MONTREAL
Wholesale Hardware



No. 25 B Broad Axe.



79 A Ice Chopper.

EDGE TOOLS

For the
Carpenter
Cooper
Butcher



New
Short Length
Firm Chisel

WHY?

Ask any of the following. They sell and have sold our tools for years.

Lawrence Hdw. Co., Halifax. Rice Lewis & Co., Toronto.

J. H. Ashdown Hdw. Co., Winnipeg.

Wood, Vallance & Leggat, Vancouver.

Ask them or any of their branches if there is a better tool on the market than WHITES? Ask them if they do not suit their particular customers and bring other trade to their stores? Cost a little more—wear twice as long.

Send to-day for catalogue.

The L. & I. J. White Company, 215 Columbia St., Buffalo, N.Y.

XMAS TRADE SUGGESTIONS



STAND LAMPS	PERCOLATORS
CHAFING DISHES	TOASTERS
WARMING PADS	HOT PLATES
TEA SAMOVARS	DISC HEATERS
XMAS TREE LIGHTS	AIR HEATERS
DELTA HAND LAMPS	RADIANT HEATERS
FLASH LIGHTS	TELEGRAPH OUTFITS

ANYTHING ELECTRICAL

WRITE FOR COMPLETE LITERATURE.

The Mainer Electric Company, Limited
WINNIPEG



Diamond Ware

Why not *Potato Pots, Tea Kettles, Savoy Roasters, Cereal Cookers or Sauce Pans* in Diamond Ware this Xmas?

Blue and white outside, light finish inside—**Diamond Ware** has become the standard high-class Enameled Ware of Canada because of genuine worth.

When your customers ask for advice about Xmas presents, remember that small orders for **Diamond Ware** *now* will mean larger orders *later*, and as we sell only through the dealer, the benefit will be yours.



Shipments
Made Promptly



THE SHEET METAL PRODUCTS CO. OF CANADA
LIMITED

MONTREAL

TORONTO

WINNIPEG



The Fight for Durability

Chapter II.

When Armco-American Ingot Iron was introduced, little or no attention was given the analysis of sheets by the buying public. For special purposes the big five impurities of Sulphur, Phosphorus, Carbon, Manganese and Silicon were considered.

It remained for this company to discover and proclaim the serious effects upon rust-resistance of oxygen, hydrogen, and nitrogen.

Mr. Murphy, of the United States Reclamation Service, was the first Engineer to grasp the importance of oxygen in iron, and he placed this substance in his rigid specifications.

To reduce the impurities to the lowest possible point it is necessary to bring the molten iron to an extremely high temperature which must be sustained for a considerable time. The oxygen of the air then unites with the various impurities, most of which pass off as gases or are eliminated in the slag. A certain amount, however, combines with the iron itself, and this will remain in the metal unless measures are taken for its removal.

If this oxygen in the iron is not eliminated, the material is no better than Steel from a rust-resisting standpoint.

It was, therefore, necessary to install the necessary apparatus to analyze every heat of iron produced to make sure that the metal was properly deoxidized.

ARMCO IRON Resists Rust

The importance of this procedure cannot be too greatly emphasized. It enabled us to guarantee the oxygen content of not one or every other heat, but of every heat of Armco-American Ingot Iron produced to be .03% or less. This is one of the reasons for the unrefuted resistance to corrosion of Armco-American Ingot Iron.

Even the scientists feared oxygen in iron made by this process, but this important step was duly guarded and supervised. Very few, if any, other companies follow this practice.

The American Rolling Mill Co.



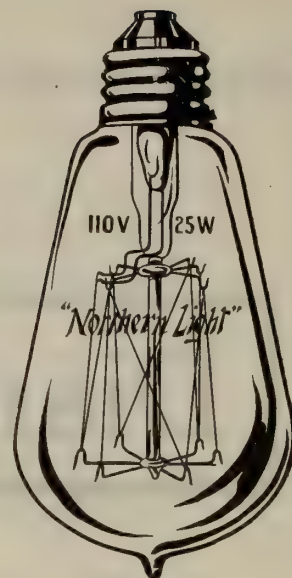
The trade mark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

Licensed Manufacturers under Patents granted to The International Metal Products Company.

Armco-American Ingot Iron Black and Galvanized Sheets, Roofing, Pipe, Gutter, Metal Lath and Terne Plate.

Middletown, Ohio

District Sales Offices at Chicago, Pittsburgh, Detroit, Cleveland, New York, St. Louis, and Cincinnati.



Northern Light MAZDA LAMPS

—give your customers more light for less current.

—give you more sales for less effort.

The best lamps for you to handle if you want better satisfied customers and bigger sales.

Packed in cartons—attractive to display—convenient to handle.

Educate your customers to buy them by the box.

MADE IN CANADA

Northern Electric Company LIMITED

Montreal
Halifax
Toronto

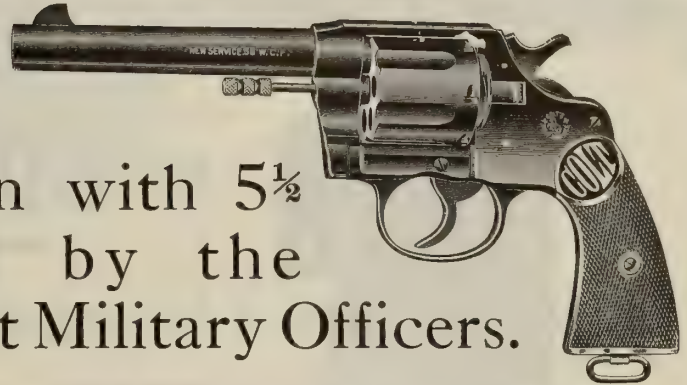
Winnipeg
Regina
Calgary

Edmonton
Vancouver
Victoria

Arms for Protection

Colt's New Service Revolver, .455 Calibre

A fine blued weapon with 5½ inch barrel, used by the Canadian Government Military Officers.



Savage Automatic Pistols, 11 shot capacity

Colt's Automatic Pistols

.25, .32, .380 and .45 calibre



Ross Repeating Rifles

.303 and .280 calibres.

Winchester Repeating Riot Guns

6 cartridge capacity, 9 pellets in each cartridge, or in other words 54 bullets for every full loading.

Swiss Army Rifles, 13 shot capacity, only a few left.

Winchester and Savage Rifles, Different Calibres.

Caverhill, Learmont & Co.
MONTREAL



HOW MANY GARAGES
IN YOUR LOCALITY
DID YOU SUPPLY
WITH DOOR HANGERS
? ? ?

THE 'GREAT WEST'

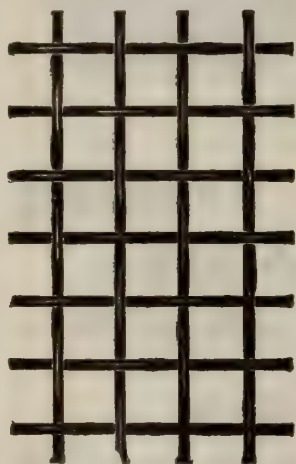
IS YOUR BEST ARGUMENT—FOR THIS MOST
DESIRABLE PATRONAGE

THE LOGICAL HANGER FOR GARAGE DOORS

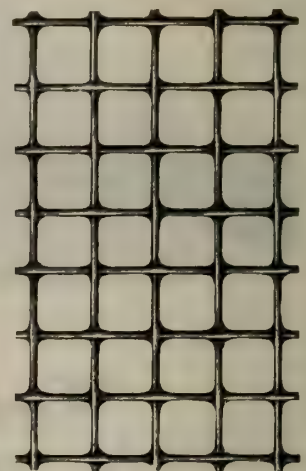
Manufactured in Canada by

CANADA STEEL GOODS COMPANY, LIMITED

Hamilton, Ontario



WIRE CLOTH



Sand Screen Cloth
Fanning Mill Cloth
Regalvanized Wire Cloth
For Apple Drying

Every description of Wire Cloth and Wire Work

WIRE ROPE

WIRE ROPE FITTINGS

Manufactured by

THE B. GREENING WIRE CO., LIMITED

HAMILTON, ONT.

MONTREAL, QUE.



The Steel Company of Canada, Limited
HAMILTON - CANADA

STEEL and IRON BARS

Cold Twisted Bars for Concrete Reinforcing

Angles, Channels, Plow Beams

We have the equipment to furnish Steel Products with all possible speed, and guarantee the quality of every piece that leaves our Mills.

Wire,
Wire Nails,
Tacks, Staples, Shot,
Wood and Machine Screws, Bolts,
Nuts, Rivets and Burrs, Spikes, Cable,
Horse Shoes and Horse-Shoe Nails, Wing Boot Calks,
Wire Hoops, Bright and Brass Wire Goods, "Tiger"
White Lead, "Invincible" Fencing, Corrugated Fasteners,
Railway Track Equipment, Strand Steel and Copper,
Putty, Jack Chain, Pole Line Hardware, Bale
Ties, Cotter Pins, Hinges, Wrought
Pipe and Nipples,
Lead Pipe.

Sales Offices:

**HAMILTON
VICTORIA**

**MONTREAL
VANCOUVER**

**TORONTO
ST. JOHN**

**WINNIPEG
HALIFAX**

Be Patriotic!!

Buy and use Goods

"MADE IN CANADA"

A Reputation is one thing, but to know you are buying a "good value" line is an assurance of a square deal to your customers.

If you are not a Morrison customer we would like to show you where it is to your advantage to be one.

Let us co-operate?

**The James Morrison Brass
Mfg. Co., Limited**

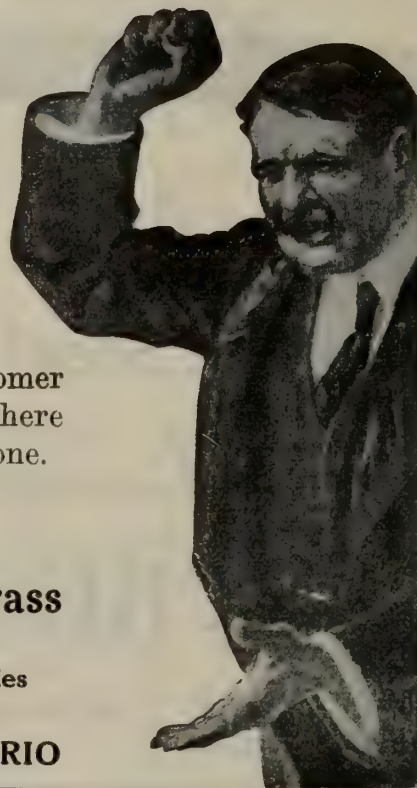
Engineers' and Plumbers' Supplies

89-97 West Adelaide St.

TORONTO - ONTARIO



J. M. T. Globe Valve.



Just Show Our Catalogue

It Will Make **MONEY** For You



**IT IS NO TROUBLE TO ERECT OUR GOODS
WE DO ALL THE DIFFICULT WORK FOR YOU**

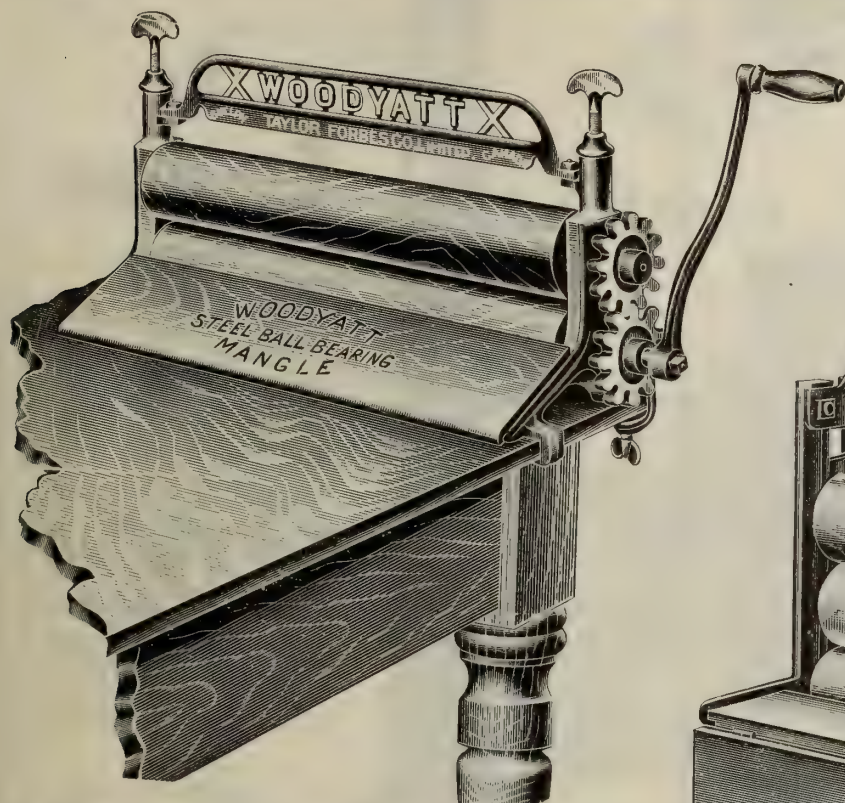
Mantels; Electric, Coal, Gas Grates; Portable Baskets, Gas Logs, Fenders and Fire Sets. Tiles and Tile Work in all its Branches.

WRITE TO-DAY FOR CATALOGUE AND PRICES

THE BARTON-NETTING CO., LIMITED

9-11 Pitt Street E., WINDSOR, Ont.

Our Motto "QUALITY"

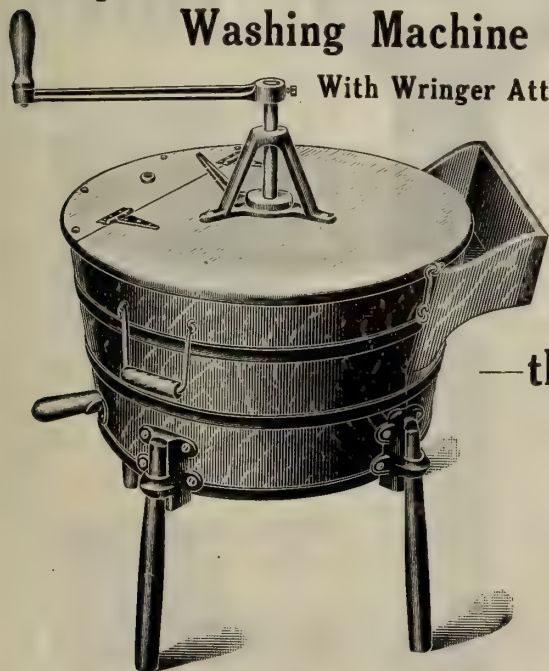


Clothes Mangle—for use on table

Hard maple rolls 24" x 3½". Steel ball bearings. Good colors.

"Stephenson" Patented Washing Machine

With Wringer Attachment



—this machine

will wash 75 to 100 napkins in about 5 minutes, or about 40 to 50 towels in the same time, 4 to 6 sheets, or 8 to 10 shirts can be washed in the Machine at once, and washed perfectly clean. Makes the washing of quilts or blankets as easy as small articles, and the washer should be worth the price to some families if used on bed clothes alone. Instead of boiling, the clothes are put through again for 5 minutes with boiling water and soap; the steam and hot water, combined with the rubbing and soap, bleaches the clothes better than boiling. It is not necessary to touch the clothes after putting them in the Washer.

Wood Work Painted. Iron Work Japanned. Inside Parts Galvanized.

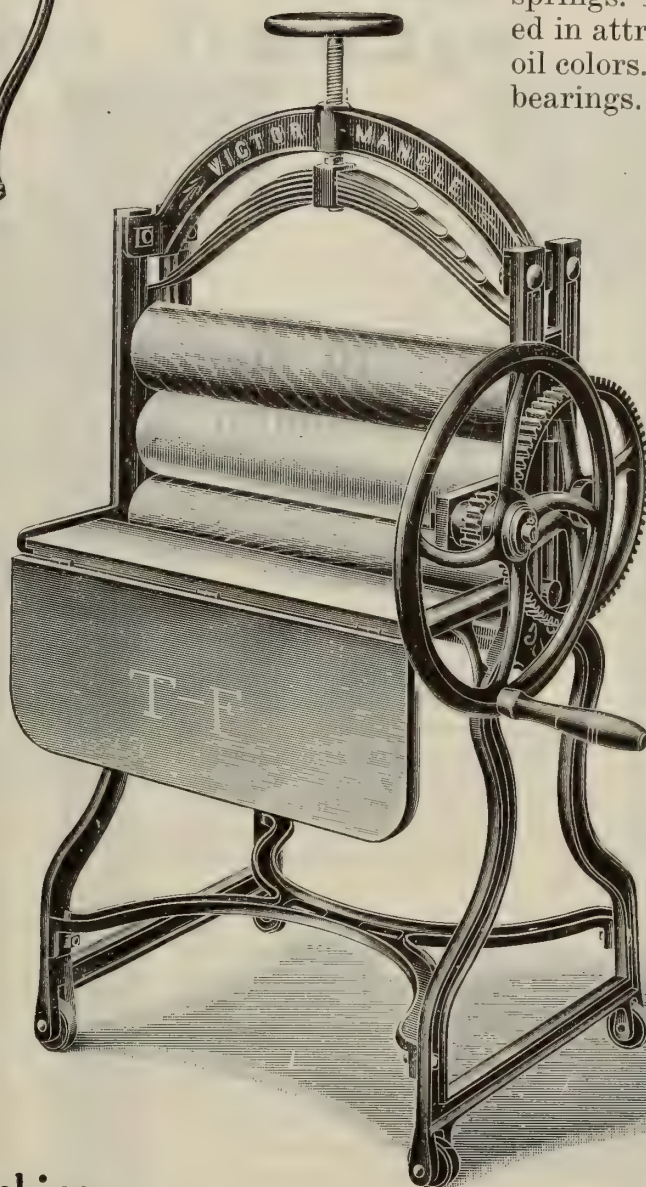
A BIG TIME AND LABOR SAVER.

Also made with water motor attachment.

If your jobber cannot supply you, write us.

Victor Clothes Mangle

Hard maple rolls 24" x 5". Hardwood tables. Tempered cast-steel springs. Painted in attractive oil colors. Plain bearings.



Taylor-Forbes Co., Limited, Head Office and Works: Guelph, Ontario

Branches and Agents:

Taylor-Forbes Co., 246 Craig St. W., Montreal; Canadian United Mfrs. Agency, London, Eng.; H. G. Rogers, 147 Prince William St., St. John, N.B.; H. F. Moulden & Son, Travelers' Bldg., Winnipeg, Man.; Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.

NICHOLSON MADE FILES

It Pays to Meet This Demand

Every day, from coast to coast, there is a brisk, insistent demand for

NICHOLSON-MADE-FILES

Manufacturers, superintendents, purchasing agents and mechanics have learned by experience that these are the most efficient files — That they cut deeper, last longer, are more uniform in workmanship, and cost least to use.

For 50 years these files have been building up a reputation as a mighty good file. To-day, each sale means a satisfied customer and more profitable trade in files.

If you are not now benefiting by this demand for NICHOLSON-MADE-FILES, by all means get in line for your share of the business to-day.

YOUR JOBBER can supply you with the small stock required.

Brands:

Kearney & Foot
Great Western
American
Arcade
Globe

NICHOLSON FILE COMPANY
Port Hope, Ontario.

An Excellent Tool

Look at the "lines" of this Screw Plate and Stock. They're the result of as perfect a design, as perfect materials, as perfect a workmanship as is possible for modern science to produce.

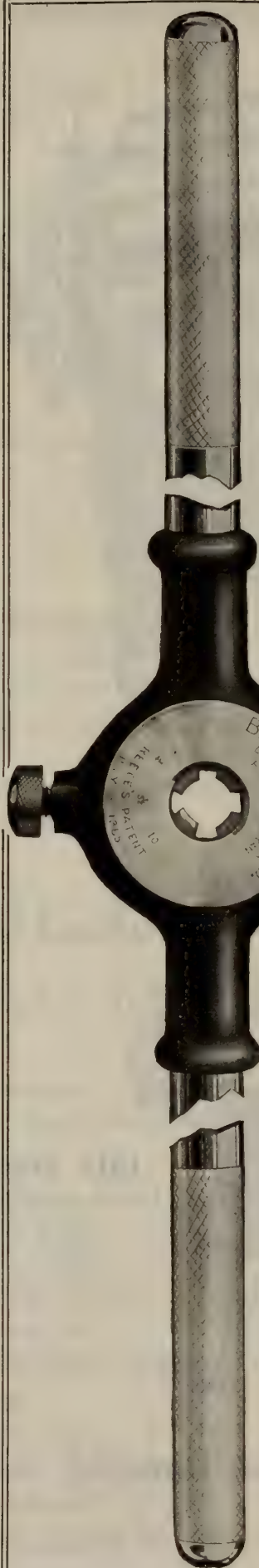
Reece's Screw Plate

bristles with good selling points which are all good **work-ing** features. Your mechanical customers will appreciate this at once, a "desire to possess" will arise which can easily be turned into a sale.

Write us about our dealer proposition.

**Butterfield
& Co., Inc.**

ROCK ISLAND - Que.
DERBY LINE - Vt.





Christmas Tree and



Decorative Lighting Outfits

for use with batteries
or
on house current.

New Unbreakable Sockets also

Fruit, Flower and Figure Lamps for use with these sets. Now is the time to order to insure deliveries.

Write for descriptive circular and prices. We are also headquarters for the famous "FRANCO" Wireless Flashlights and Radio Batteries.



Interstate Electric Novelty Co. of Canada Limited

220 King St. West

TORONTO

ONTARIO



A rare combination of quality and beauty
is consistent in "Canadian Beauty" Goods

Electric Luminous Radiator and Foot Warmer

This Electric Heater is a distinct advantage over other makes, inasmuch as there is a footwarmer attached, heated by a separate unit, which adds to the utility of the radiator.

It is easily removable from one place to another, a special length of cord being supplied as required. Beautifully finished in either finished brass or oxidized copper.



Send your order for
"Canadian Made
Xmas Goods" and
get them on dis-
play, as your cus-
tomers will be call-
ing for "Made in
Canada" articles.



Electric Iron

"Made in
Canada"

A real "Beauty"—an iron that we are immensely proud of and which we guarantee for all time, not simply for one, two or five years, but for all time. This point alone sells the iron. Its style and finish are perfect.

WRITE FOR OUR NEW CATALOG covering our complete line. It will give you a comprehensive idea of the distinctiveness of our goods.



Renfrew Electric Mfg. Co., Limited
RENFREW, ONT., CANADA

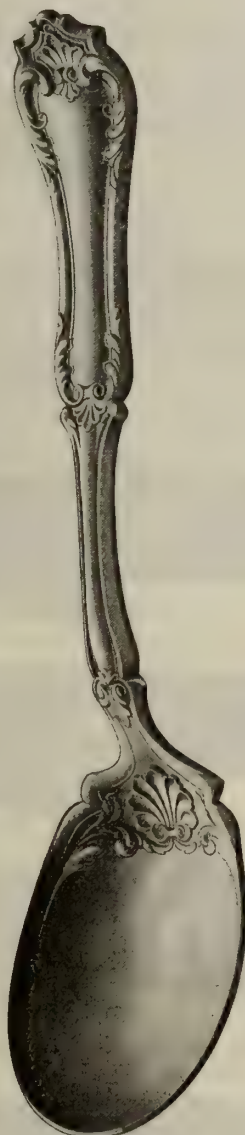


SOME manufacturers in their eagerness to reach the consumer shoot over or under the retailer's head or try to shoot through him. The retailer is getting tired of being shot up. Work **with** him and **for** him and note the difference.

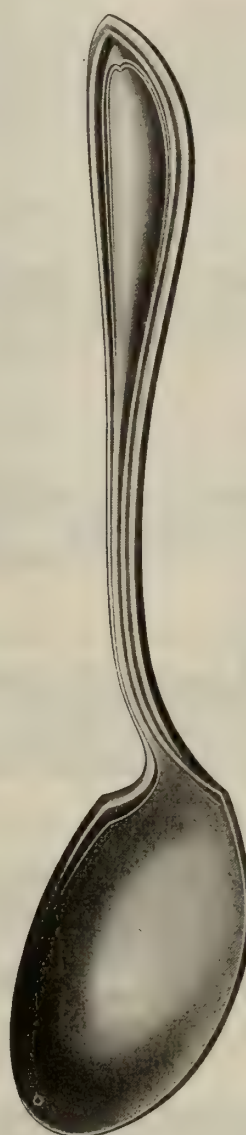
CANADIAN WM. A. ROGERS Limited



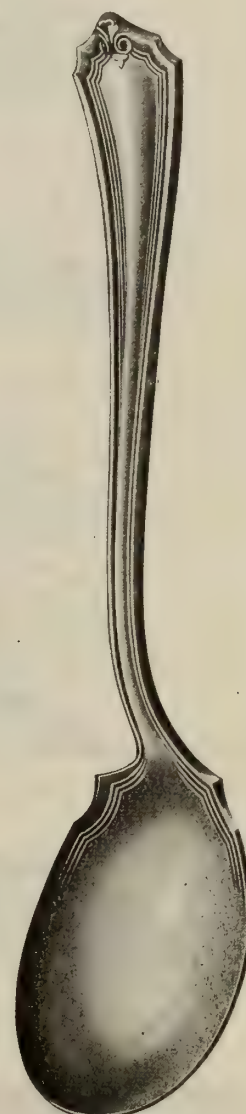
BILTMORE



SUFFOLK



STANDISH



RALEIGH

Four Pleasing Patterns in Horseshoe Brand Flatware

Your Sales of Flatware depend largely on the patterns you carry in stock. The patterns made in Horseshoe Brand Flatware appeal to every taste. The four patterns illustrated here are only a small portion of our line. You will be interested in our price list and discount sheet. Ask your jobber or write to us direct.

CANADIAN WM. A. ROGERS LIMITED

570 KING ST. WEST, TORONTO

Winnipeg: Hammond Bldg.

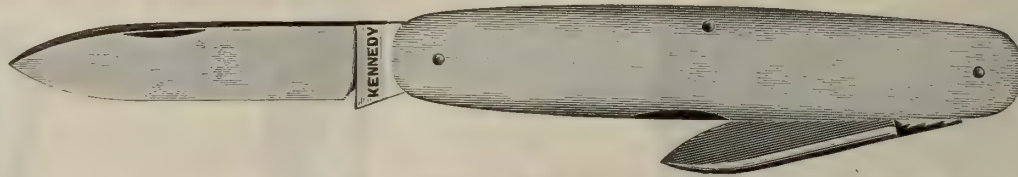
Vancouver: Fairfield Bldg.

KENNEDY BRAND CUTLERY

A FEW LEADERS

HIGHEST GRADE

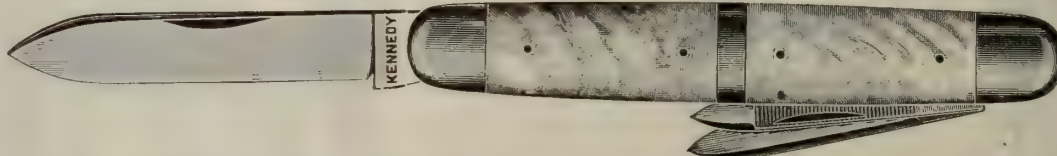
MADE IN SHEFFIELD



Black or White Handles.

No. 2599—2¾ in., Two Blades, Brass Lined.

No. 2559—3¼ in., Two Blades, Brass Lined.



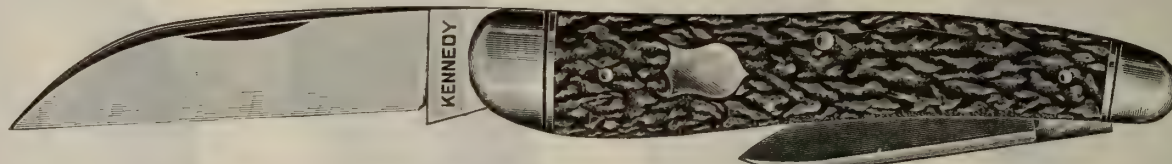
No. 66—3½ in., Three Blades, Pearl Handle, German Silver Bolsters, Brass Lined.



No. 1319½—3¾ in., Two Blades, Stag Handle, Brass Lined.

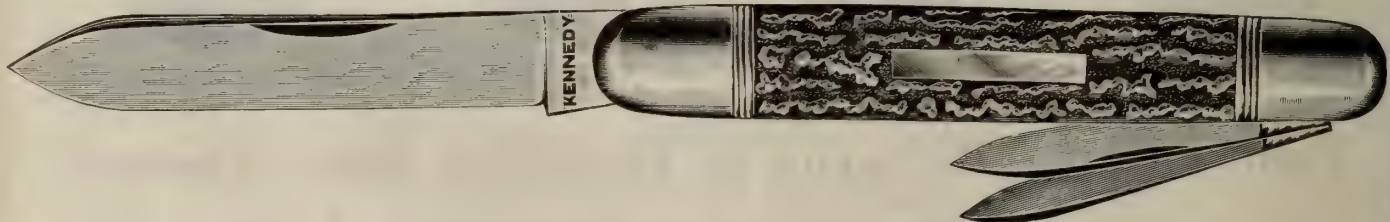


No. 7070—3¼ in., Two Blades, Stag Handle, German Silver Bolsters

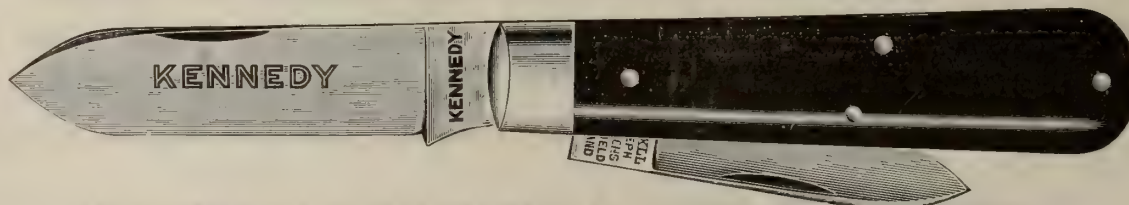


No. 65—3¾ in., Two Blades, Stag Handle, German Silver Bolsters and Shield, Brass Lined.

No. 69—3¾ in., Three Blades, Stag Handle, German Silver Bolsters and Shield, Brass Lined.



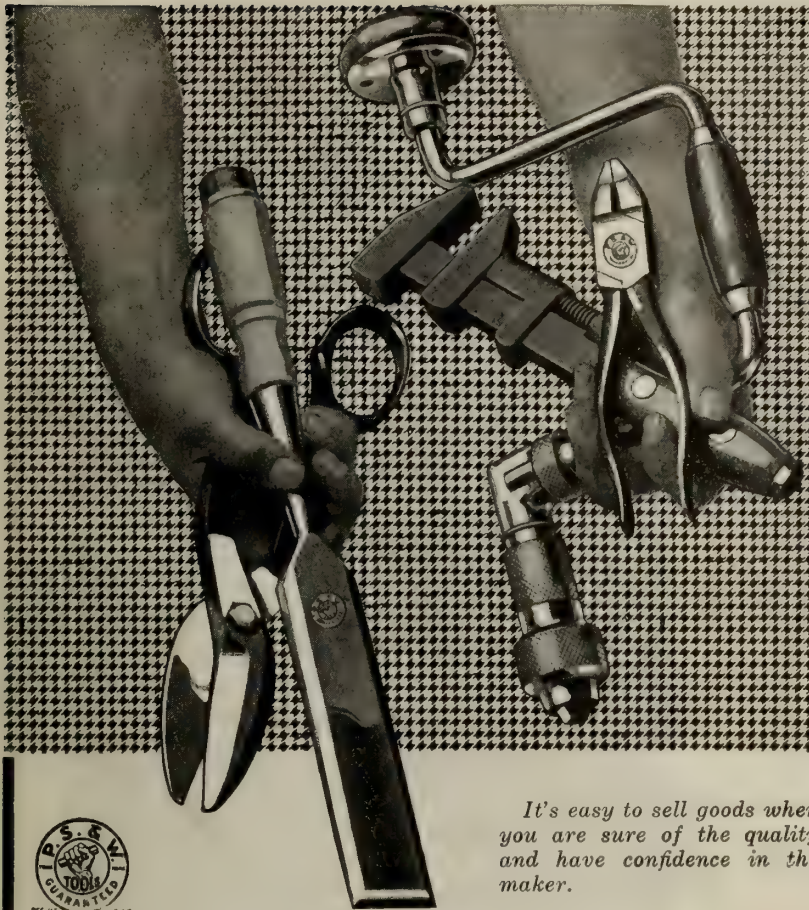
No. 681—4 in., Three Blades, Stag Handle, German Silver Bolsters and Name Plate, Brass Lined.



No. 221—3¼ in., No. 222—3½ in., No. 223—3¾ in., Two Blades, Buff. Handle, Steel Lined.

A large assortment of Pocket Knives and Carvers for the Christmas trade.

THE KENNEDY HARDWARE CO., Limited, TORONTO



We Offer You Our Best

TURNED out in Pexto home shops by expert toolmakers. A guaranty of excellence and prompt service from a house with a century of achievement.

The Peck, Stow & Wilcox Co.

Mfrs. Mechanics' Hand Tools,
Tinsmiths' and Sheet Metal Work-
ers' Tools and Machines, Builders'
and General Hardware.

Southington, Conn.

Cleveland, Ohio.

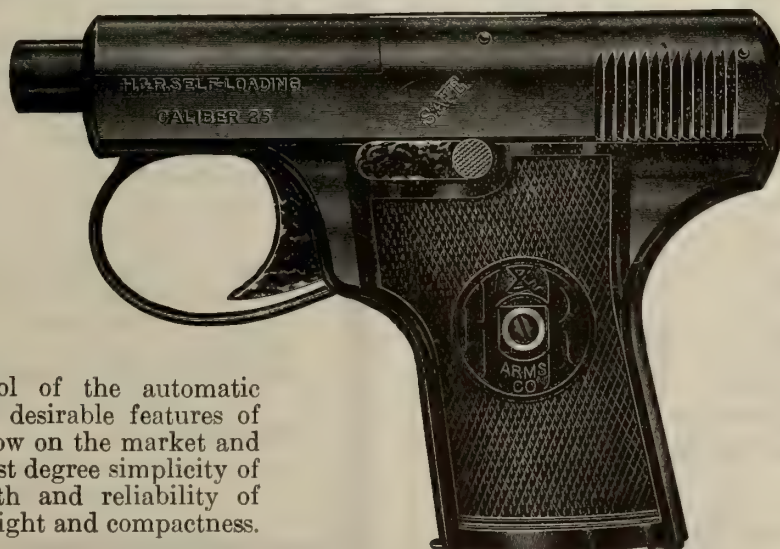


*It's easy to sell goods when
you are sure of the quality
and have confidence in the
maker.*



H&R ARMS CO

The New H & R Self-Loading Pistol Caliber 25 (6.35 $\frac{m}{m}$)



A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

Leading Hardware and Sporting Goods Jobbers can now supply. Ask your jobber for this pistol.

Harrington & Richardson Arms Company, 715 Park Avenue, Worcester, Massachusetts, U.S.A.

Have You Considered

The ELECTRIC WASHING and WRINGING MACHINE as a CHRISTMAS TRADE ATTRACTION?

The "NEW IDEA"

with its Complete Equipment

Swinging Wringer Feature

Simple "Safety First" Mechanism,

Removable Tub, etc.,

only needs a Demonstration to make a Sale.

It works entirely by power taken from an ordinary light socket. Washes and wrings at the same time or separately, and does all the work.

Made only by

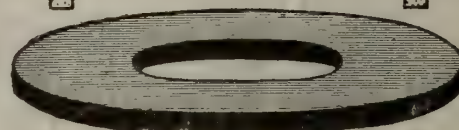
Cummer-Dowswell Limited
HAMILTON, ONT.



Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND
AND
SQUARE

PLAIN
OR
GALVAN-
IZED



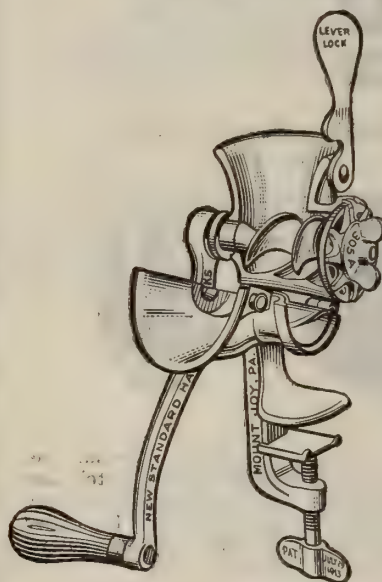
Annealed Rivet Burrs; Felloe Plates. Sheared and Punched Plates.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

THE NEW "STANDARD"



Sets a "New Standard" in

**FOOD CHOPPER
EXCELLENCE**

SANITAIRE

By means of a Lever Lock it opens wide like a book and is instantly cleaned.

Exclusive
"New Standard"
Features

Self-Cleaning
Shear-Cutting
Self-Sharpening
Chops Without
Mashing
Lasting Tin Finish
Positive Table Clamp
Easy to Operate
Easily Cleaned

Three Knives and Pulverizer with each Chopper

IT SELLS ON SIGHT

Price no higher than others.

A size for every purpose.

Write your jobber; if he cannot supply you, write us.

NEW STANDARD HARDWARE WORKS, INC.
MOUNT JOY, PA., U.S.A.

COTTON & WOOL WASTE

Made in Canada by

The Dominion Waste Mfg. Co., Limited
Toronto

BRANDS:

Cotton Polishing: Cream, White.

White Cotton Wiping: XXX, Extra, X, Grand, XLCR., X. Empire, X. Press,

Colored Cotton Wiping: Fancy, Lion, Standard, Popular, Keen.

Wool Packing: Arrow, Axle, Anvil, Anchor.

Washed Cotton Wipers: Select White, Light Colored, Dark Colored.

Packed in Compressed Bales,
500, 200, 100, 50, 10, 5 lbs.

No liquid dope or clay used in any of our brands. nothing but threads.

SOLE SELLING AGENTS

Scythes & Company, Limited

Manufacturers and Jobbers

TORONTO

MONTREAL

Also headquarters for Cordage, Twines, Cotton Duck, Oiled Clothing, Etc.

WASHED COTTON WIPERS

Starrett —

on the Tools
and on the Chest



What An Average Machinist Must Buy

Steel Rules	\$ 2.55
Steel Squares	7.85
Gages	9.10
Calipers and Dividers	13.40
Combination Set	4.00
Vernier Caliper	15.00
Micrometers	17.75
Bevel Protractor	10.50
Bevel	1.50
Hack Saw Frame	1.25
Scriber .....	.25
Surface Gage	3.35
Center Punches	2.40
Test Indicator	3.50

\$92.40

The average toolmaker or machinist buys at least as many tools as are listed here. All of these are not purchased at the same time by the mechanic, but if you sell him Starrett Tools the first time, he will come back to **your** store whenever he needs more.

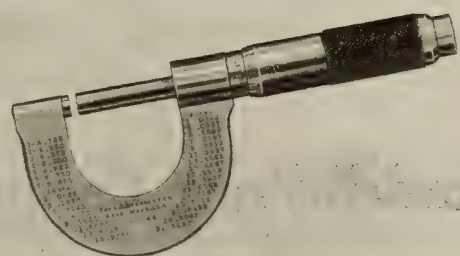
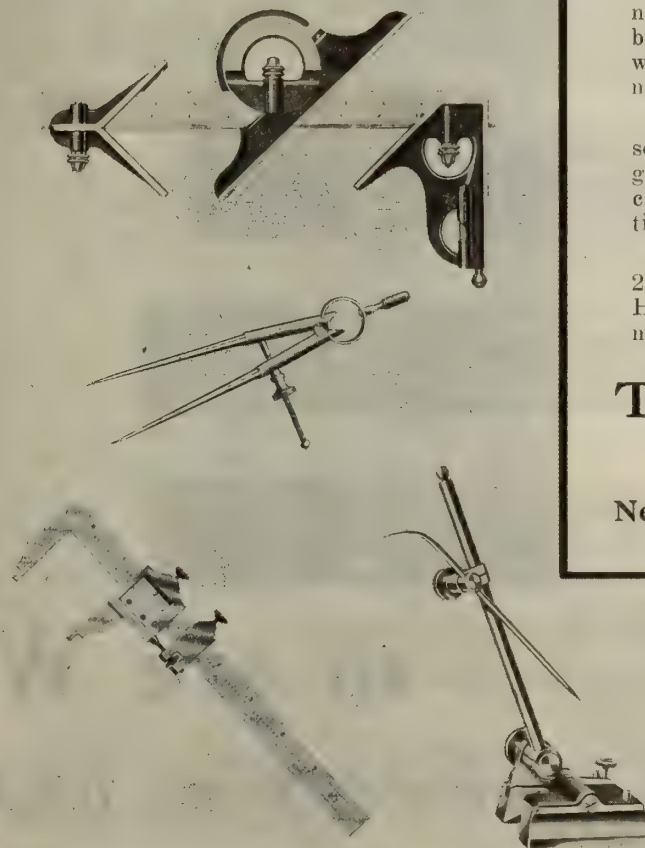
This is profitable trade. The secret of a good tool business is a good stock, which permits a mechanic to make an immediate selection. How about **your** stock?

Send for a supply of catalogs No. 20MA. Give one to each mechanic. He will study it and come back for more tools.



The L. S. Starrett Co.,
Athol, Mass.

World's Greatest Tool Makers
New York London Chicago
42-407



"W & B" Pipe Wrenches



WOOD HANDLE GRIPS—Length Open 6 to 14 Inches



STEEL HANDLE GRIPS—Length Open 18 to 48 Inches

These Wrenches are extra strong, frames well proportioned. The jaws are Drop Forged and tempered, giving them strength to resist the most severe strains.

Add this line to your stock of "W & B" Wrenches. We manufacture a complete line of Screw and Drop-Forged Wrenches shown in catalog No. 82, supplied on request.

The Whitman & Barnes Manufacturing Company

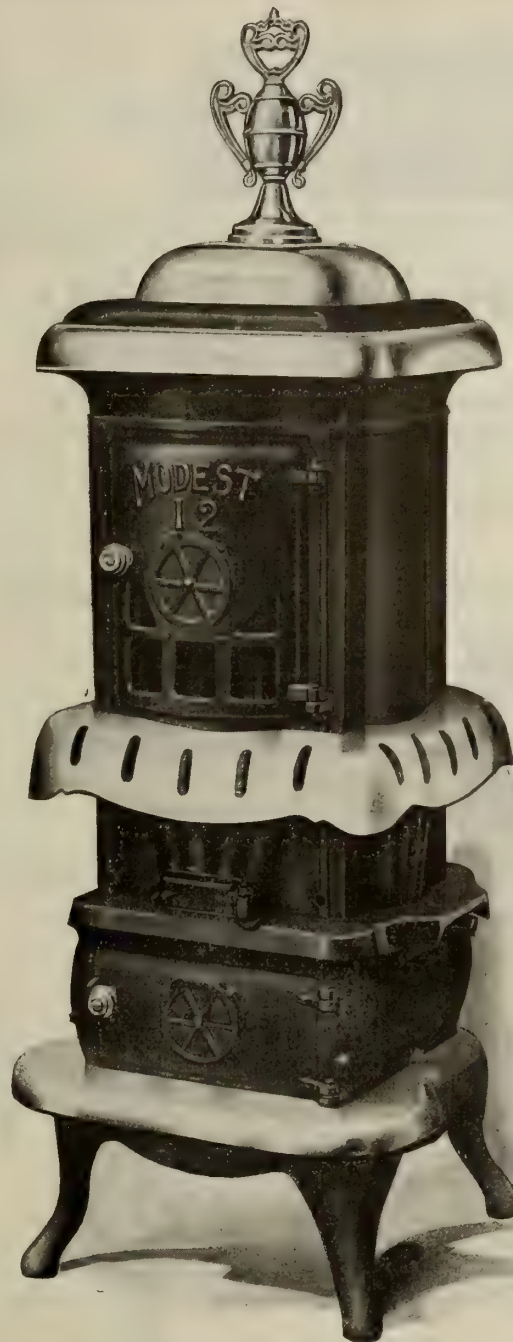
Established 61 Years
ST. CATHARINES, ONT.

On the level



so are We

Goodell-Pratt Company, Greenfield, Mass., U.S.A.



THE MODEST

Is an all cast Heating Stove entirely different from anything else on the market. Its construction is covered with patents not only for our own protection but for the protection of our customers.

Made in two sizes, 12-in. and 14-in. Fire Pots, the latter size in Single or Double Heater. Fitted with Revolving and Shaking Grate, has Magazine, burns Hard Coal, Soft Coal or Wood.

This Attractive Heater removes competition and can be sold at a lower price than the average Oak Stove.

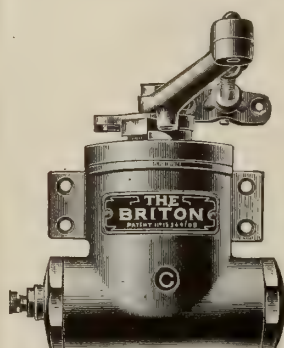
ORDER SAMPLES AND WATCH RESULTS

This Heater is fully described in our new Catalogue.

FINDLAY BROS., LIMITED CARLETON PLACE, ONT.
and WINNIPEG

WHOLESALE AGENTS:

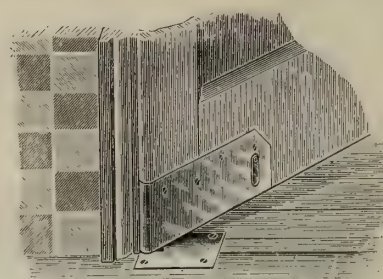
REVILLON WHOLESALE LTD., EDMONTON, ALTA.



The "BRITON" Door Check and Spring.



"ALBION" Floor Spring.



"ERA" Shoe Door Spring.

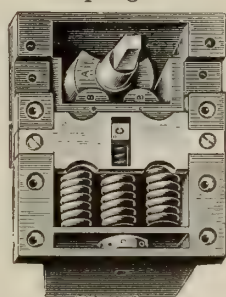
WM. NEWMAN & SONS

LIMITED

Manufacturers of Spring Hinges, Floor Springs, Door Checks and Springs of all kinds, Panic Bolts, Fanlight Gearing, etc.

LISTS ON APPLICATION.

"Invincible" Floor Spring.

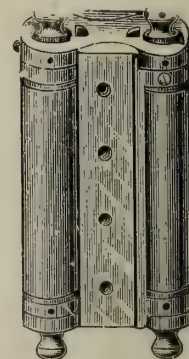


Birmingham, ENGLAND



Rod Spring.

Regulating Spring Hinge.



ENQUIRIES to TEES & PERSSE, Calgary, Alta., or F. D. C. RICHARDS, 70 Lombard St., Toronto

Brooms and Whisks

You want a first-class line of Brooms for **Spring Trade** and the **Key-stone Brand** is what you should have to give your stock the proper tone. You will find it difficult to secure three lines which will measure up to the "Jubilee," "Klondike" and "Nugget."

We specialize in whisks, and with over sixty lines to choose from we should be able to satisfy the most fastidious tastes.

Stevens-Hepner Company
LIMITED
PORT ELGIN ONTARIO

Heller-Aller Force Pumps

"The very profitable and reliable kind"

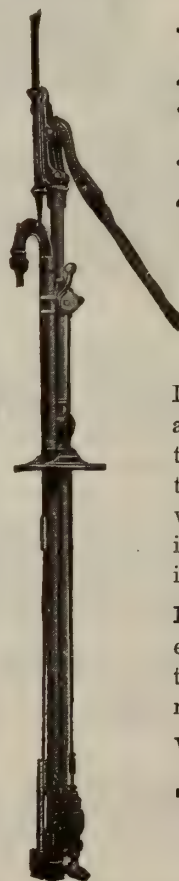
Pump Cylinders are made of heavy brass tubing, which has a double advantage.

It ensures the very best wear and permits the use of very coarse thread on cylinder caps (eleven threads to the inch). This prevents the cap threads from wearing or rusting off and dropping into well.

Heller - Aller Force Pumps are equipped with the most efficient, tried and tested valves. They never fail in service.

Write for full information.

The Heller-Aller Co.
Windsor, Ontario



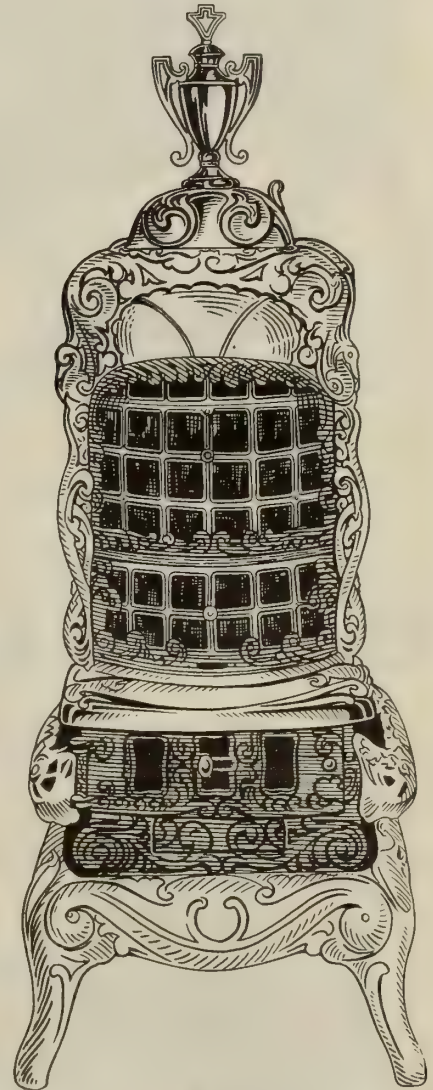
A Way to Increase Your Baseburner Sales

You're not selling as many Baseburners as you'd like to, are you? We arrived at this conclusion some few months ago and started in to design and build a Baseburner that would help increase your sales.

Before we placed this one on the market, Baseburners had been out of the reach of many people who wanted them. This one enables **them** to buy a moderate-sized one at a reasonable price without any sacrifice of quality. **They're going to buy.** Surely you want their orders? You can have them by placing a Gurney-Oxford Fireside on your Floor.

Then when your Customers come in show them this handsome, heavily nickelled Heater with the convenient swing top and self-feeder. Show them the large mica doors and point out to them how they can sit round it on cold nights and see a beautiful body of red fire. Tell them it's the latest style, and show them how the firepot lifts out through the front door. Open the door and let them see their favorite duplex grates and the large ash pan.

Surely this is the Line for your Floor.
May we ship you a sample?



**OXFORD
FIRESIDE BASEBURNER**



The Gurney Foundry Company, Limited

Montreal Toronto Hamilton Winnipeg Vancouver Calgary



660 Watt Air Heater

Now is the time to get your supply of "National" Electric Air Heaters and Luminous Radiators

The HEATERS of QUALITY
Manufactured in
all sizes and types
to suit every re-
quirement.

We manufacture a most complete line of heating
appliances suitable for your Christmas trade.

Our prices will interest you. Write for them now.

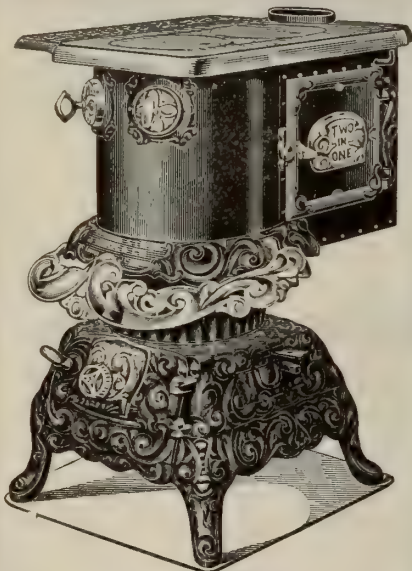
The National Electric Heating Co.

Toronto, Canada

Limited



2 Glow Radiator
Made in all finishes



Write Promptly for the
Agency for Your Town.

A Stove that Sells All the Time

War time or not, the combination Two-in-One Stove sells—
it is the only satisfactory stove of its kind on the market.

Tell Your Customers About It

THESE FIVE SELLING POINTS WILL
MAKE IT THE LEADER THIS SEASON:

—Cooks and bakes as quickly and
evenly as the largest and most ex-
pensive range made.

—Has wonderful heating quali-
ties—the exposed fire-pot and de-
flecting rings make it a most effi-
cient heater.

—Is the most economical stove on
the market—it burns either wood
or coal (soft or hard).

—Is made from the highest grade
materials, has a duplex grate,
special air-tight drafts, and is
heavily nicked.

—Sells retail for the remarkably reasonable price,
considering its numerous superior qualities, of \$20.00.

The Hamilton Stove & Heater Co., Limited

(Successors to Gurney, Tilden & Co., Limited)

HAMILTON, - - - ONTARIO

Western Agents—Tilden, Gurney & Co., Limited, Winnipeg, Calgary, Vancouver

The latest type of 4-hole and 6-hole Range fresh from the pattern shops and especially designed to fill the demand for an up-to-date, medium-sized cooker with all the desired modern requirements.



Model Huron CAST RANGE



is one that makes an immediate "hit" with prospective buyers. Its smooth, high-grade castings and general finish compete successfully with many high-priced ranges.

THE FLUE CONSTRUCTION IS PERFECT. Being of the two-flue construction, instead of sheet flue, as is used in the majority of other makes of ranges, the heat is compelled to pass entirely around the oven twice before entering the stove pipe, thus ensuring **GREAT ECONOMY OF FUEL**, as the heat units generated in the

fire-box before being wasted by passing up the chimney are consumed, thus causing a uniform and even distribution of heat around the oven.

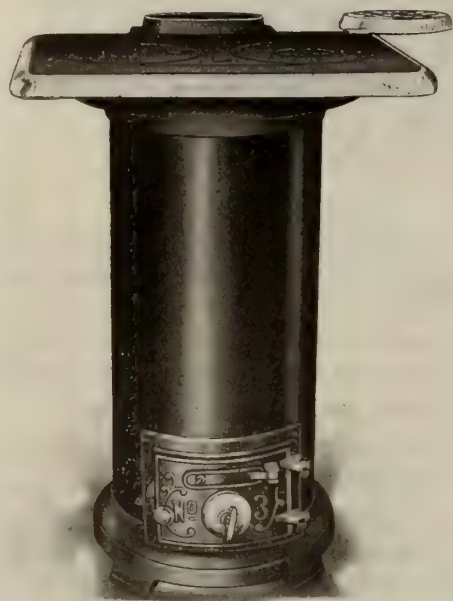
It will pay you to get particulars on this **BIG VALUE**. Drop us a card now.

**The Western
Foundry Co., Ltd.**
Wingham, Ont.

THE LATEST IN HEATERS

DAVIDSON'S SQUARE TOP "BEAVER"

STYLE E



The square top allows a fairly large cooking surface and is also fitted with two 8-inch pot holes, and loose centre, which is a great advantage. It is also fitted with a grate and ash-pan, and can be shaken without opening ash-pan door, which saves the furniture, etc., from becoming coated with dust, as in the case of other heaters.

The top is surrounded by a brightly nickeled band, and is also fitted with nickeled teapot stand.

Looks neat and compact—made in two sizes.

Supplied with cast tray or mounted on feet as desired.

WRITE FOR PRICES.

Stove can be supplied without grate at a slightly reduced price.

Diameter of Steel Body.	Dimensions of Square Top.	Height, Weight.
No 3, 11 $\frac{3}{4}$ in.	21 x 15 in.	31 $\frac{3}{4}$ in. 115 lbs.
No. 4, 13 in.	21 x 18 in.	34 $\frac{1}{2}$ in. 155 lbs.

The Thos. Davidson Mfg. Co., Ltd.

TORONTO

MONTREAL

WINNIPEG

Gas Companies and the Public demand a Strong, Durable Gas Mantle with a high candle power, and at popular prices. The Trade can now absolutely rely upon being able to supply such a mantle in the Laddite.

Awarded Gold Medal Franco-British Exhibition 1908.

Mantles made and supplied for oil, gasoline air gas, acetylene, and light-houses.



Full particulars of the merits of the Laddite, together with terms for wholesale and retail trade, furnished on application.

Millions of Laddite Mantles now in use throughout Great Britain and abroad.

Manufacturers under the "Laddite Process."

The Hamilton Gas Mantle Co. LIMITED

18-24 Ferguson Ave. N., Hamilton, Ont.

BUTLER'S FAMOUS SHEFFIELD CUTLERY & PLATE



TRADE MARKS GRANTED
"BUTLER"
A.D. 1768
Highest Awards

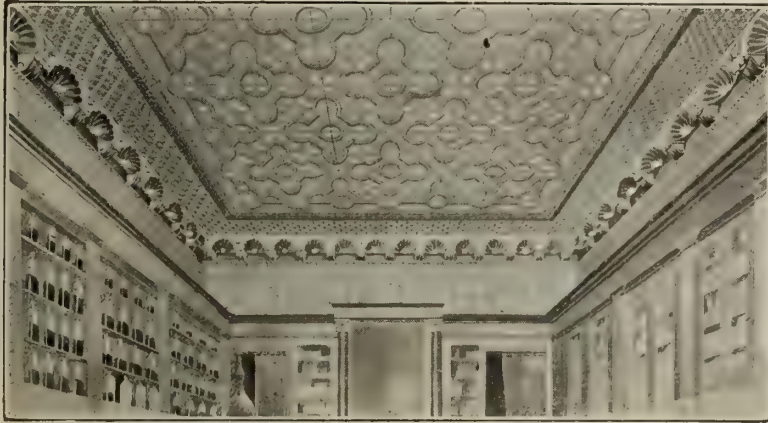
TRADE MARKS GRANTED
"ART"
A.D. 1861
Special Mention

George Butler & Co. Ltd. SHEFFIELD, ENGLAND
and 62 HOLBORN VIADUCT, LONDON, E.C.

Full Line of Samples at 70 Lombard St. Toronto. G.A. Marshall

A Profitable Business

HOW much business is there for you hardware men and tinsmiths in redecorating the interior of stores, theatres, hotel, cafes and homes the "Metallic" way? Take a pencil and figure it out! the answer will surprise you.



We help you to estimate on interiors like this. There's money in them for you.

Of course, there is a profitable business for you in recommending and selling "Metallic" ceilings and walls. Being fireproof and practically imperishable, "Metallic" ceilings and walls are vastly superior to lath and plaster. This superiority in appearance and durability insures repeat orders—pleased customers build up your reputation.

N.B.—We help you to get business by quoting prices and assisting you in other ways, when specifications are forwarded to us. Write for information to-day.

The
Metallic Roofing Co.,
Limited

Manufacturers—Established 1884

Toronto

Winnipeg

NAILS WIRE

"From
Ore to Fin-
ished Product"

WIRE NAILS

All Standard and Special Gauges

NAIL WIRE, RIVET WIRE

Straightened and Cut to Length

Wire Rods Steel Bars

Prompt Shipment

**Dominion Iron & Steel
Company, Ltd.**

Sydney, N.S. Montreal, Que. Toronto, Ont.

SATISFIED CUSTOMERS QUICK TURNOVER

are the results in selling

STILL'S AXE and PICK HANDLES

Made of the Choicest Hickory and
Nicely Finished

WRITE FOR PRICES

J. H. Still Mfg. Co.,
LIMITED
ST. THOMAS, ONTARIO



High Quality TOOLS

that you'll find
very profitable

A complete assortment of
Beveled Edge Shank and
Socket Chisels, Pattern
Makers' Chisels and
Gouges, and Handled
Turning Tools.

Write for catalog and full
particulars.

Buck Brothers
Milbury, Mass., U.S.A.



"Made in Canada"

Brooms of Quality

to introduce our

CANADA LINE

Please note the following **SPECIAL PRICES**—
Sample order solicited:

Fine Polished Colored Handles

No. 1 Canada, 5 String - - \$4.50
No. 2 Canada, 4 String - - \$4.00
No. 3 Canada, 4 String - - \$3.75

6 Dozen lots and up delivered—Ontario

WALTER WOODS & CO.
Hamilton

FLY SCREEN WIRE CLOTH IN BLACK, BRONZE & GALVANIZED.

SAFETY FIRST

The Season for Fireplace Fix-
tures and Spark Guards is now
on. Have you a supply of
stock sizes?

Inquiries Solicited.

Canada Wire & Iron
Goods Co.
Hamilton, Ont.

See That
THIS MARK
OF HIGH QUALITY
Is On Every
Roll





**"MISSION"
GIFT CAGES
for
CHRISTMAS**

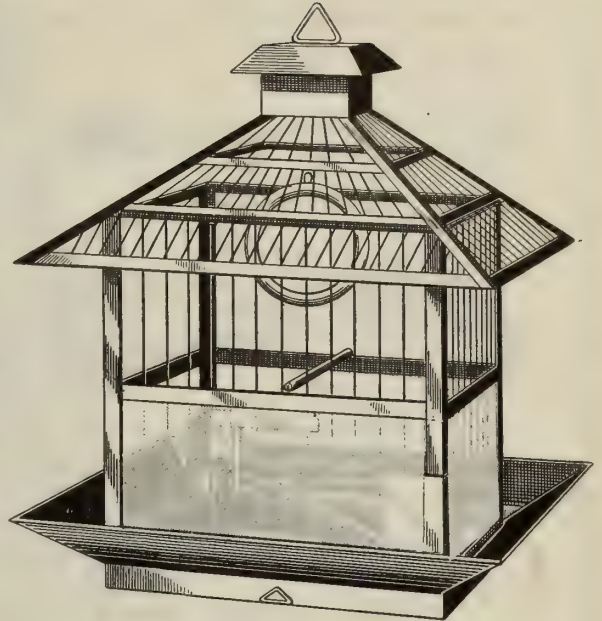
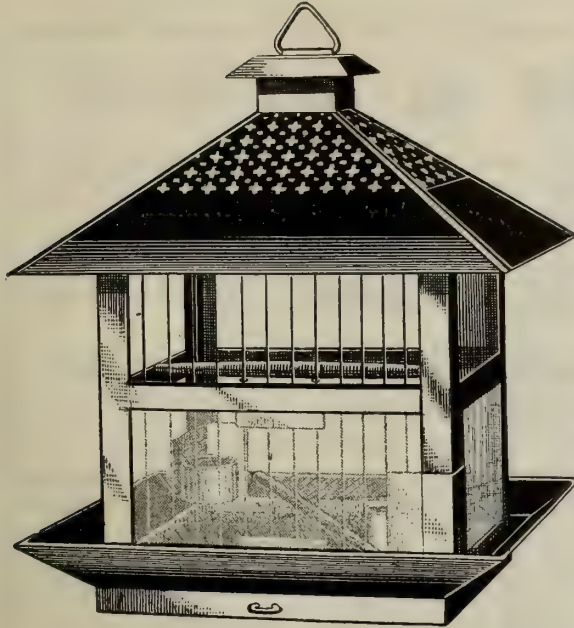
New and effective designs in ALL BRASS.

"Cottage Roof" and
"Globular" patterns.

Packed singly in cartons.

Write for circular.

**E. T. WRIGHT
CO., Limited
Hamilton, Canada**



CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts,	Plow Bolts,
Coach and	Track Bolts,
Lag Screws,	Square Nuts,
Tire Bolts,	Hexagon Nuts,
Machine Bolts,	Boiler Rivets,
Sleigh Shoe	Tinners'
Bolts,	Rivets, Etc.

TRADE



MARK

WROUGHT PIPE

Black and Galvanized, sizes $\frac{1}{8}$ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture
NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - MONTREAL

Eagle Mop Wringers and Bucket Combined



are known the world over—Janitors, Porters and all who have the care of floors will have no other.

Your jobber has them. If not, write us and we will supply you.

CAUTION—Dealers will take notice of infringements and imitators.

We Will Protect Our Patent Rights

The Eagle Woodenware Mfg. Co.

Sole Manufacturers and Owners of Patents

HAMILTON, OHIO

No. 671



NIAGARA BUTTER KNIFE



LEONORA BABY SPOON

Our SILVERWARE and TABLE CUTLERY

is very attractive in design and the finish has the artistic simplicity of the best modern craftsmanship.

This ware is high in quality and it looks it.

You'll make your Silverware and Table Cutlery department complain-proof, and very profitable if you handle our goods.

Write for full particulars.

The McGlashan, Clarke Co., Limited

Niagara Falls, Canada

Sales Manager: MR. N. F. GUNDY, 61 Albert St., Toronto, Ont.

OUR CONDUCTOR PIPE has a perfectly straight, close seam, and every length fits together easily.

EAVESTROUGH, ELBOWS, VALLEYS, RIDGE ROLL,
SKYLIGHTS, VENTILATORS AND CORRUGATED IRON

We ship while others are thinking about it.

WHEELER & BAIN
TORONTO



PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE

ONTARIO

MADE IN
CANADA



It's a Pink any-
way you take it,
and it's the best
Peavey made.



Stanley Tools

With every assortment of "JERSEY" VISES, a stand similar to the one shown in the illustration is furnished. They make a very attractive appearance and display the Vises in such a manner as to result in increased sales. Send for special Vise circular which contains complete description of all styles made.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

The UNIVERSAL Vacuum Bottle

Its Many Points of Superiority

By test and comparison shows the highest efficiency in the maintenance of temperature.

The filler is made from the best glass that can be obtained for the purpose and in actual tests show the greatest resistance to breakage.

The support between the walls of the filler is the best thing yet devised for preventing vibration of the inner bottle.

The filler is supported in the case by a patented spring steel retainer and shock absorber which not only protects the sealing tip and base of the bottle, but by holding the bottle firmly in the outer case, protects the sides as well.



All models are of separable type with interchangeable parts and may easily be taken apart for cleaning or repair.

In the nickel-plated bottles the seamless, drawn brass case is of a heavier grade than is generally used. It receives a coating of copper before being nickel-plated, which gives it a superior appearance and more lasting finish.

The cases used in the lower-priced bottles are of extra strong material, finely finished.

UNIVERSAL Vacuum Bottles are the most sanitary in the world, as rubber or felt pads, cork rings and cement fastenings form no part of their construction.

Sectional View showing correct principles of construction.

NOTE The support between glass walls preventing vibration of the inner bottle.

NOTE The location of sealing tip at point where nothing can touch it when bottle is in case.

NOTE The non-rusting spring shock absorber which supports bottle in the case, protecting both bottom and sides.

NOTE The close-fitting gasket at neck of bottle which positively prevents entrance of liquid at this point.

Extreme simplicity of construction, unusual strength, absolute cleanliness and unequalled efficiency are combined in the line of UNIVERSAL Vacuum Bottles and Accessories.

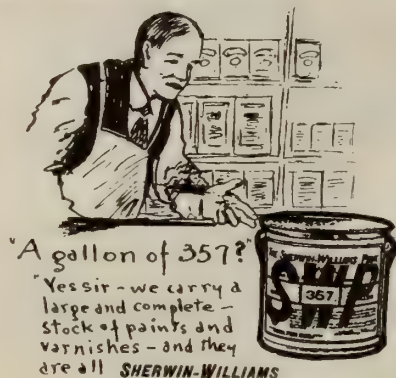
UNIVERSAL

LANDERS, FRARY & CLARK
NEW BRITAIN, CONN., U.S.A.

UNIVERSAL

No Dealer Can Afford

to pay his clerks to waste their time trying to convince a customer to buy another line when he wants Sherwin-Williams.



The constant advertising of Sherwin-Williams quality makes the consumer want to buy and use Sherwin-Williams Finishes. Permanent success in business, whether it be manufacturing or merchandising, depends on holding and selling to the old customers, year after year, as well as getting new ones. Sherwin-Williams quality makes satisfied customers, both old and new.

When you place your Spring paint order bear in mind:

In the first place, are these goods well known and easy to sell?

Will they net fair profits for my business?

Will my customers get good value and satisfaction for their money?

Will I get the right kind of advertising support that will help me sell the goods?

Can I handle a better-known and more reliable, a higher quality and more complete line?

Can I deal with a firm who has a better reputation and fairer business methods?

Can I handle any paint and varnish proposition on the market that is in the same class with Sherwin-Williams?



The best known paint trade-mark in the world.

Allow the Sherwin-Williams representative to present to you just what the Sherwin-Williams Agency means to good, live merchants anywhere—from the Atlantic to the Pacific.



THE SHERWIN-WILLIAMS Co.
of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.



HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVI.

TORONTO, NOVEMBER 21, 1914.

No. 47

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A Canadian Christmas Tree

What do you think of the idea? Pushing the sale for Christmas presents of only British-made goods. That's a fine way to keep in the Empire the large increase in expenditure during the next month and a half. It's the best Christmas present you could give to the Patriotic Fund. There are thousands of men in the manufacturing centres who will be benefited by the employment you can help give them if you

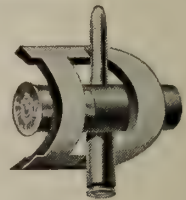
Make Your Store Shine with the Slogan:

Nothing but Canadian Goods for the Christmas tree.



Dominion Cartridge Co., Ltd.

MONTREAL



The Substitutes for



**"QUEEN'S HEAD"
GALVANIZED IRON**

will not give

"QUEEN'S HEAD" WEAR

or

"QUEEN'S HEAD" SATISFACTION

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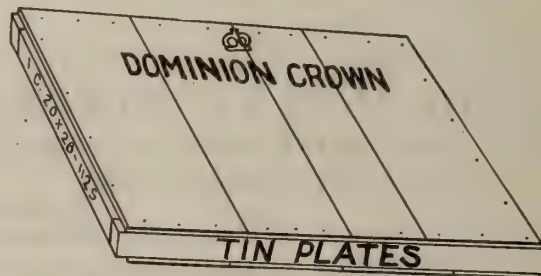
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited

MONTREAL

Managers Canadian Branch

Charcoal Tinplates



High-Grade Quality

Extra Heavily Tinned

Insist on "DOMINION CROWN"

A. C. LESLIE & CO., Limited

MONTREAL

HARDWARE AND METAL

Vol. XXVI.

NOVEMBER 21, 1914

No. 47

Arranging the Christmas Window Display

Some of the Changes That Have Taken Place During Recent Years — Window Trimmer Tells How He Planned Last Year's Christmas Displays.

DURING the next five weeks —the period between now and Christmas—hardware window trimmers will vie with each other in their endeavors to arrange effective window display. We can rest assured that, judging by last year's display and the many excellent displays from all parts of Canada which were entered in Hardware and Metal's annual Christmas window display contest, this year's displays will be bigger and better than ever. During the past few years some wonderful changes have taken place in window trimming methods. Competition has become so keen and good displays so numerous that the successful business-pulling window must have some superior attractions which will distinguish it from other windows.

Another important feature which is used largely by successful window trimmers is the price card. Not many years ago it was customary in many cases to keep prices secret — to have all goods marked in a private code. In order to ascertain the price of an article it was necessary for customers to make enquiries. To-day we find that in the majority of cases prices are given as much publicity as possible. Nine out of ten of all business-pulling Christmas hardware display windows have each article accompanied by a price card showing the price in plain figures. Prices are

quoted in newspapers and catalogues, in fact the tendency to-day in nearly every line of trade is, "Let the people know your prices."

Particularly during the Christmas gift-purchasing season there are many people who spend a great deal of time in viewing window displays—in studying the various lines of goods shown and the prices quoted — in trying to figure out what best will suit the requirements of the gift recipients. There is a huge army of gift buyers ready to start their purchasing campaign right now. They are watching the windows and will continue to do so from now until Christmas.

The window is the outside salesman of the store and the ability of this salesman as a sales-puller depends on the

ability of the window trimmer to trim a practical, attractive, sales-pulling display. The latter class of windows cannot be arranged in a haphazard manner, they must be the result of study. They must be planned out. Any man can trim a window but it takes a good man to trim a window that will sell merchandise, or make an impression that will have a lasting effect.

Bear these facts in mind when arranging this year's window displays. Do not get in the "I guess that will do," habit, but arrange displays that will be a credit to yourself and your firm.

The accompanying illustration shows an attractive display arranged last year by J. Sutherland for the Whitten Co., Bracebridge, Ont. The display was entered in Hardware and Metal's annual Christmas window display contest. Following is what Mr. Sutherland says regarding the display:—

"In arranging this display, as in arranging all other displays, I first of all formed a rough sketch or plan of the arrangement, not only in my head but on paper.

Then I started with the background, which I covered with green cloth stretched tight. About eight inches out from this I put up the framework of wooden strips wrapped with white paper, to form two alcoves as shown in the picture. On each side and between these alcoves, six-inch

(Con. on p. 47.)



A very effective display of Christmas goods arranged last year by J. Sutherland for the Whitten Co., Bracebridge. The display was entered in Hardware and Metal's Annual Christmas Window Display Contest. In the accompanying article Mr. Sutherland tells how he planned the display.

Shaving Accessories as Christmas Gifts

Peculiarities of the Shaving Accessory Line—A Good Market For the Better Grades of Goods—Advice of a Window Trimmer.

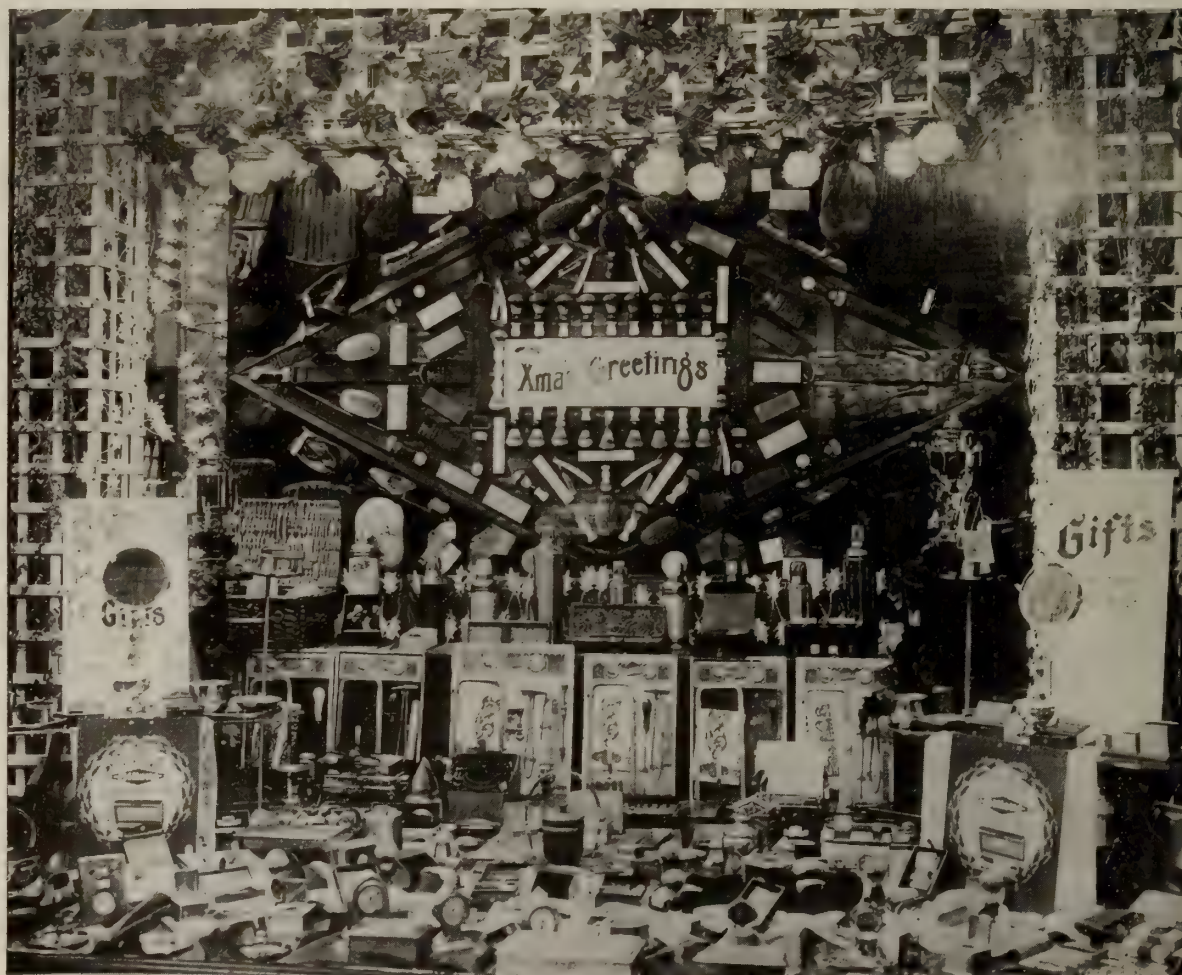
IS the shaving accessory line sufficiently large to feature as a line which offers a wide selection for the Christmas shopper? This is a question the hardwareman is liable to ask himself at the present time. In reading Christmas advertisements or looking at Christmas window displays you will note that razors are featured strongly as being very desirable Christmas gifts, but very seldom is very much said about the many other shaving accessories which are on the market. Almost every retail hardware salesman knows that a great many Christmas shoppers inquire for "Gifts for Men." Quite frequently when the clerk suggests a razor the customer will say, "Oh, he has a good razor." In some cases there is then a

chance to sell a safety razor, but in too many cases the clerk is liable to turn to some other line, forgetting that although there is no chance of selling a razor there are many other accessories which are needed by the man who shaves.

It might be a good idea just at the present time to enumerate a few of the ready sellers of the shaving accessory line. There is first the razor. There are many varieties. Ordinary razors ranging in price from fifteen cents to three dollars. Safety razors ranging in price from ten cents to exceedingly high figures. There are so many styles of razors on the market that the hardwareman is sometimes at sea as to which lines he should handle. The best plan is to pick

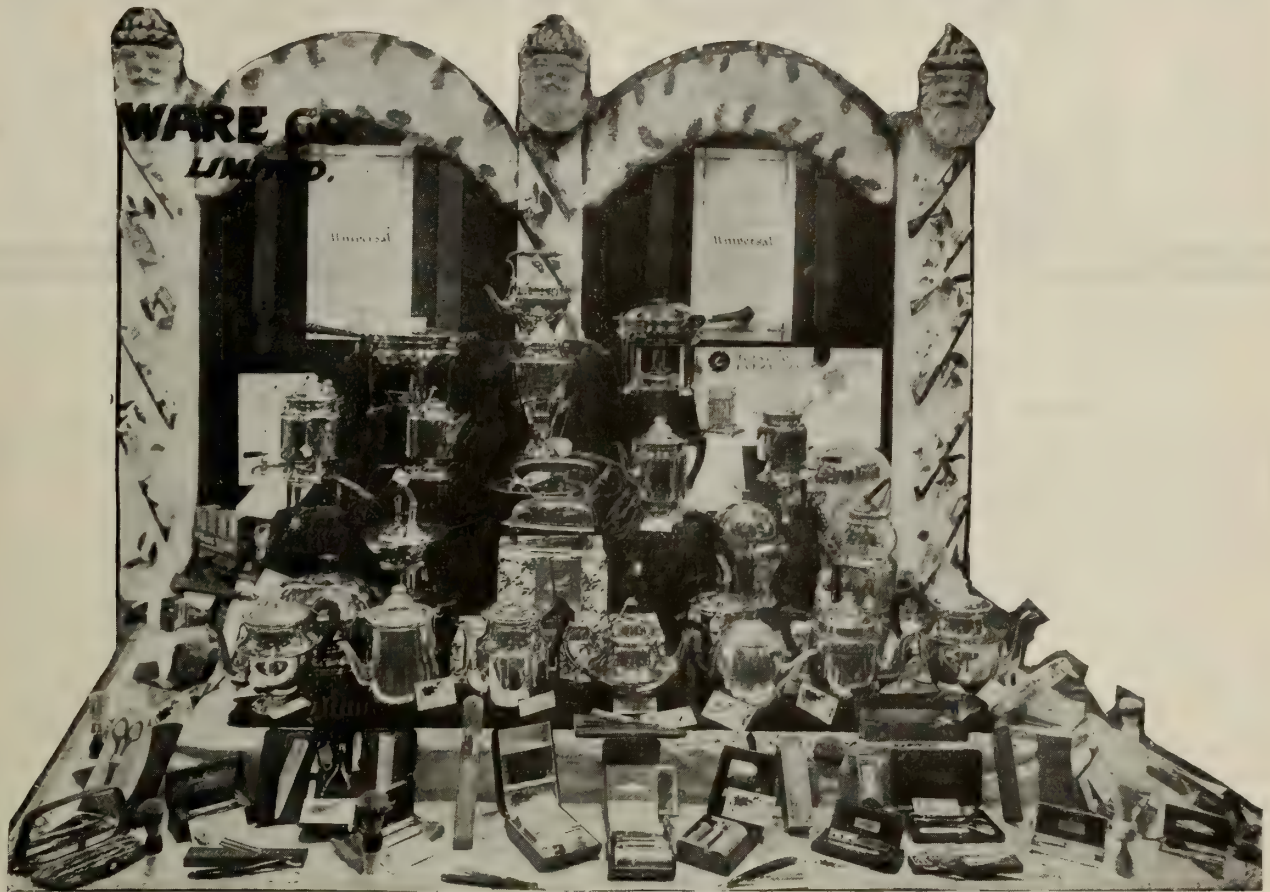
out what the merchant considers the best and most reliable lines and then concentrate all selling efforts on them.

After the razor comes the strop and here we also have a great many qualities offered by manufacturers. The strops usually sold by the retail trade range in price from twenty-five cents to three dollars each. In selling strops some clerks are careless. They do not talk quality. Many half-dollar strops are sold when as a matter of fact the customer would have been quite willing to pay one or two dollars had the advantages of the better strops been explained. The writer at one time worked in a hardware store where for a long time the sale of strops had been neglected. We finally put in a well selected



A splendid array of Christmas goods arranged by C. H. Smith, with the J. H. Ashdown Co. The display was entered in Hardware and Metal's Annual Christmas Window Contest last year. Note the very effective window background of shaving accessories. On the floor of the window are shown manicure sets, clocks, shaving goods, smokers' sets, inkstands, tobacco jars, etc.

Suggestion for Christmas Hardware Window Display



An excellent window display of Christmas goods by Fred Mills, of the Mills Hardware Co., Hamilton. This window was entered in Hardware and Metal's Annual Christmas Window Display Contest last year. The goods shown are shaving accessories, skates, electrical gifts, coffee percolators, chafing dishes. Note how effectively each article stands out. A neat price-card with price in plain figures accompanied each article.

stock of high-grade strops, displayed them in one of the show cases near the front of the store, put in an occasional window display of shaving accessories with a good representation of strops and also showed them to each purchaser of a razor. Within a comparatively short time we had increased our strop business several hundred per cent. Study your stock of strops and be able to point out to customers why it pays to use a good strop. A poor strop will often ruin a good razor.

Next is the shaving brush, and in shaving brushes, just as in paint brushes, there is a vast difference in quality. What is more annoying to a self-shaver than a brush that is losing its bristles? In selling brushes the salesman has another opportunity to show whether he is an order-taker or a salesman. There was a time, not many years ago, when twenty-five or thirty-five cents was considered a sufficiently high price to pay retail for a shaving brush. Some people thought, and some do to-day, that in order to get a good shaving brush it was necessary to buy a round sash tool and cut off part of the handle. This may

be alright in some cases, but it does not meet the needs of the Christmas shopper.

To-day we find that retail hardwaremen are selling large quantities of brushes at fifty cents, seventy-five cents, one dollar, one-fifty and in a few cases up to seven-fifty each.

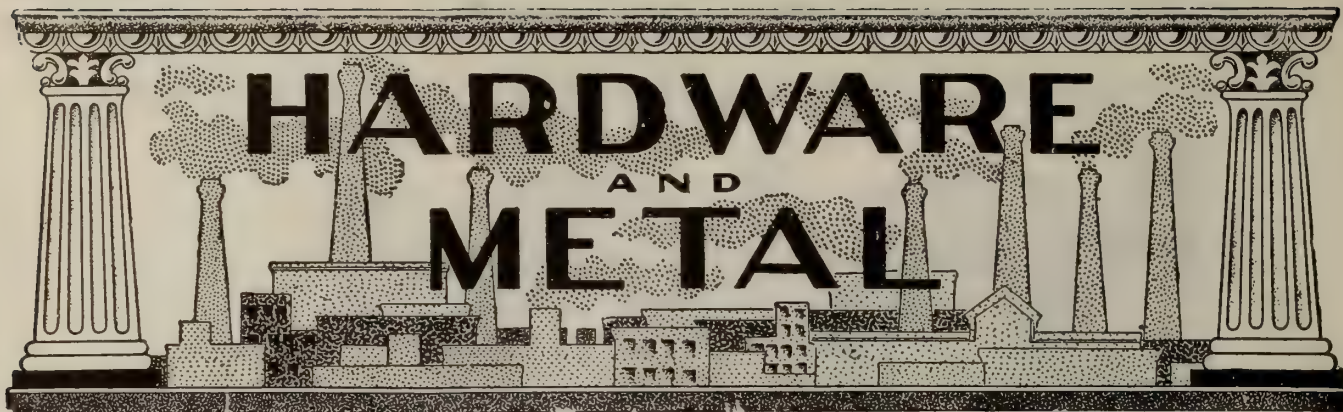
There is also the shaving mug. Although a great many men use shaving-sticks, there is still a good demand for shaving mugs and this line should be featured prominently during the Christmas season.

Shaving mirrors are also good sellers in some places. Mirrors may be had at almost any price, according to style and quality. Hand mirrors are also good sellers with some firms.

Among other lines which may be featured are shaving soaps and creams; sharpening hones, strop dressing, manicure scissors.

There is also a certain demand for shaving outfits complete in a case. In some places the sale for outfits is limited but in other places the goods meet with a ready sale.

In selling shaving accessories for Christmas some very nice assortments can be suggested; for instance, a good strop, brush and shaving stick can be offered for say two or two-fifty for the assortment. Cultivate the assortment idea. Many people who would look upon a brush only as being a rather insignificant gift would readily purchase at a reasonable price a shaving assortment including a brush. In order to sell shaving accessories, good display methods are necessary. It may not be possible to give a whole window to the display of this line, but at least part of a window could be used. The accompanying illustration shows how a portion of a Christmas window was effectually used to display shaving goods. The trimmer who arranged the display stated to Hardware and Metal that many sales had been made. The trimmer also said: "Any hardwareman who has never tried out a good window display of shaving accessories does not know what he is missing. He should try one at the first opportunity, and I will wager that after the first display is shown they will soon become regular features."



New Features

IN this issue of Hardware and Metal are shown two additional assortments which have been added to Hardware and Metal's electro service. Readers will find on looking over the assortment that many of the electros shown are particularly suitable for use in Christmas advertisements. In our next issue we will offer some advertising suggestions showing how the electros may be effectively used in newspaper advertisements. The new assortments show some exceptionally clear and clean-cut electros of goods found in almost every hardware store. The complete assortment so far numbers about two hundred, thus giving the retailer a wide range of cuts from which to make his selection. Before long we will publish a list giving the names of some of the firms which have taken advantage of our electro service. A number of advertisements in which Hardware and Metal electros have been used, will also be featured. Another new feature in this issue is the department showing how attractive window show-cards can be made by using illustrations which have appeared in the advertising pages of Hardware and Metal. This department will undoubtedly be welcomed by scores of hardware window trimmers throughout Canada.

Community Habits

"BE loyal to your own Community," is a slogan that has been taken up by a large number of retail merchants throughout Canada. Movements of various kinds have been undertaken to impress upon the public the importance of supporting the Home Town or rural community. During recent years a great many communities have developed very bad habits. People in these communities have apparently forgotten that the country and town are interdependent. Merchants in many instances have also lost sight of this fact and the result has been that many communities have developed the mail-order habit to the detriment of the communities and to the rural towns. The small town merchant and the farmers should get closer together. For some years past they have been drifting apart. The existence of the small town retailer is being threatened by the mail-order peril. Why not introduce the get-together-habit. Both the farmer and the small-town merchant will benefit. An American farm paper in discussing community habits says:

Communities are like humans; they get habits. Each community makes its own collection, selects the particular kinds it likes. This makes it a "peculiar place"—as the phrase goes—gives it individuality, really makes it different from the rest. Now the character of a community—whether it is good or bad—depends on the kind of stuff it packs into its habit trunk. Furthermore, communities sometimes get chronic. They get "sot in their ways." The habit ruts get deep. Judgments about these things get twisted, Ambition grows tired and quits. Whatever the community is it stays, until it begins to slip back—back, perhaps to the condition of that New England rural community which finally raised two crops a year—"huckleberries in summer and hell in winter."

Sheffield Cutlery Trade

THAT Sheffield cutlery manufacturers have as much work on hand as they can handle on their own terms is clearly indicated by an editorial which appeared in a recent issue of The Ironmonger, outlining the situation in Sheffield. Information is given to the effect that at present Sheffield does not seem able to get the German trade in such small tools as spanners, pliers, and pincers. Inquiries have been received in the city for these tools from British, foreign, and Colonial markets. One of these was stated to be for a quotation for four million household pincers, but the Sheffield price was too high, and this factor is militating against the actual placing of business. Sheffield makers at the moment have as much work on hand as they can handle on their own terms. A large importer of German scissors recently visited the city for the purpose of placing orders for about a score of different patterns. He called upon a number of makers and found that he could only do business by paying treble the prices which he had been accustomed to pay in Germany. As the blanks can be produced in Sheffield as cheaply as in Germany it would appear that some economies are desirable in the finishing processes. A contract placed in Sheffield by the French Government lately was for one million each knives, forks and spoons.

The military demand for cutlery bids fair to absorb the whole of the output of the trade. It is a matter of considerable difficulty for an ordinary buyer to place an order at the present time. Inquiries are pouring in for vast quantities of razors, scissors

sors and penknives from merchants in various countries who have been buying from Germany in the past, but in only a few cases have makers been found who are in a position even to consider them. It is stated that the new business offered and rejected during the last fortnight would provide the work-people of Sheffield with full employment for more than a year. Makers are simply staggered at the huge quantities mentioned in the inquiries, some of which relate to thousands of gross of a single article. Nothing approaching them has been heard of in Sheffield before. They furnish the key to the secret of German cheapness. In the past, while the oddments have been sent to Sheffield, Germany has taken bulk orders big enough to provide her plants with continuous work on single patterns.

The Nickel Question

THE market question has been brought to public notice from time to time for many years past, but more so since the outbreak of the war. A great many letters have appeared in newspapers pointing out that Canada practically controls the world's supply of nickel. An export duty on nickel produced in Canada has sometimes been advocated as a measure for obtaining revenue. The Journal of Commerce in commenting on the nickel question says in part:

Export duties on nickel "matte" have often been advocated as a means of compelling the producers to refine the nickel in Canada. Such a policy would naturally commend itself to high protectionists who argue that all manufacturing shall be done at home. Three years ago much was heard of that kind of policy, the country ringing with the cry, "Let us keep our raw materials at home," but to-day one hears it not, and the foreigner remains as free as he was then to take our raw materials away to be manufactured abroad. As a purely commercial and industrial question the propriety of preventing the export of raw or semi-raw materials has always been, to say the least, open to debate. There was room for difference of opinion as to the wisdom of prohibiting the export of nickel in its "matte" shape. Canada, while a large producer of nickel, had not a monopoly of it. The French island of New Caledonia had nickel. Interference with the export from Canada might close the Canadian industry and give the producers in New Caledonia the control of the business. A large sum of money had been invested in the Canadian nickel mines at Sudbury. It was nominally American capital. But foreign capital invested in good faith in Canada was entitled to the protection of Canadian laws. If prohibitive export duties would, as was alleged, close the operations at Sudbury, and transfer the nickel business to another country, such regulations would be unjust to the men who had invested their capital, and to all concerned in the Canadian industry. Whether such would be the result was a debatable question. Those who opposed the suggested restrictions seemed to have some ground for their contention."

Furs and the Fur Market

WHEN the war grip began to settle upon business and financial interests the stock markets closed and since that time there has been no basis of value for stocks; likewise the fur markets

closed and at the moment there is no means of gauging the value of furs. There are two big fur markets. Leipzig has been entirely cut off, and in London there were no fall sales and there is no prospect at the present time that there will be sales in January.

Under the circumstances the fur dealers are much at sea. Each must to a large extent depend upon his own ability to sum up the situation, and act accordingly. In Canada and the United States, although the trapping season is at hand and has commenced in some districts, price lists have not been issued except in a very few cases. In Canada only one firm has so far issued a catalogue of values and here it is noted that all quotations are given under the reserve clause "prices subject to change without notice."

However, although the tendency of native furs is bound to be in a downward direction for the time being, it must not be considered that the bottom has fallen out of the market. Furs during the past few years had reached a high level and they were on the decline before there was any general prospect of a European war. We are assured that the prices this winter will be as good as they were a few years ago and will still give a good margin of profit to the trapper.

With a continuance of the war we are bound to see an overplus of native furs on this market, for the reason that Canada was a heavy exporter and the European market has to a large extent been cut off. As in other lines of business there may be a war demand for some particular kinds of fur, which would have the effect of running prices up, but generally speaking the supply will probably tend to increase over the demand. At the same time there will be some continental furs which will advance in price as they become more difficult to secure and there will also be greater difficulty in getting our natural furs dyed, for there is not only the necessity for the development of this industry on this side of the water but there is also a shortage of dye materials to be faced. This should lead to a fashionable demand for natural furs to a greater extent than in the past and some readjustment of values may take place with a continuance of these conditions over any considerable period. Pelts which were dependent upon dyes to bring them to a state where they could be handled by the furrier are likely to recede further in value than those which can be prepared merely by tanning.

Fur dealers predict that a temporary market basis will be established in a couple of weeks when the bids have been indicated and this year's catch begins to come forward.

Editorial Notes

BY WAY of being original—"Only thirty-three more days."

* * *

WHATEVER YOU are going to do to draw Christmas trade, "Do it now."

* * *

REMEMBER YOUR show windows and the people will remember you.

* * *

PUTTING ONE defective article in the window will render ineffective the most elaborate of displays. All goods shown must be perfect.

METHODS *in* CHRISTMAS MERCHANDISING



In this department are offered suggestions which are intended to help the retail hardwareman in pushing his Christmas sales campaign. This department will be conducted regularly in each issue until Christmas. Contributions to this department from merchants, travelers or retail salesmen will be appreciated.



Making the Phone Work

A RETAIL merchant who is a great believer in using the telephone to its full capacity featured it strongly in his newspaper advertising last Christmas. He showed in each ad. a small cut of a telephone on a desk with a man answering a call. He used the following slogan: "I am phone No. 65. I can give you a great many ideas about the buying of Christmas gifts. I cannot show the goods through the phone, but I can tell you about any of the articles featured in this advertisement. Give us a call either by phone or in person. We are at your service." The plan worked out splendidly and a large number of calls were received. All enquiries are answered by the proprietor or one of the head salesmen. Some orders were taken over the phone but in the majority of cases the inquirer promised to visit the store and see the goods. When the customer promised to call the salesman answering the phone gave his name and suggested that the customer ask for him. Very few of the customers who promised to call failed to do so.

Confusion in Prices

THE cutlery department in the hardware stores should be quite busy from now until Christmas and efforts should be made to have the goods price-marked in such a way that there will be no confusion in quoting prices. Clerks should always remember that the average customer knows very little about the way in which cutlery is put up by the manufacturers. For instance if you quote goods at so much per set the customer as a rule does not know how many knives or forks comprise a set. Confusion results when knives and forks are quoted by the dozen and unless the clerk makes it explicitly clear the customer may not know whether the quotation is for 1 dozen knives only or 1 dozen knives and forks. A department store recently had a professional shopper watch the cutlery department to ascertain if any defects existed in the merchandising methods of the department. In the report which followed the professional shopper said in part:

The greatest obstacle did not lie in the selection of merchandise, or in matching quality and quantity against price; but that the sale was determined mainly by the manner in which the customer at the start ascertained the price.

In the department selling the better grade of cutlery, confusion frequently prevailed. In sales that entailed full sets containing medium knives, and so on, few customers understood the utility of the medium knife. Many did not want them. These knives, however, were included in the total selling price of the set and proved an obstacle in the way of putting the price in the purchaser's mind, simply because mathematical work was necessary to find the cost of sets without them. The word "dozen," too, became a logical denominative that distracted the attention of the customer. Take, for example, the following selling test made by the shopper:

"What is the price of this set?"

Twenty-four dollars, madam."

"And this?"

"Twelve dollars. There are one dozen in that set, and two dozen in this, you see."

"You mean a dozen knives and forks, or——"

"I mean that there are a half-dozen knives and forks like this (holding up the knife) and a half dozen medium, like this."

"Oh, I see. Six pieces this style, and six of the medium?"

"That is it."

"And without the medium?"

Then the clerks would have to take pad and pencil and figure rapidly while the customer waited. Even the desk could not give the price at a moment's notice, and naturally it was not to be expected that the customer could do so.

The shopper's report on this unsatisfactory condition follows:

"The lack of a specific and easily comprehensive denominative that discriminates clearly between quantities of merchandise may easily cause confusion that results in a loss of sales. The word 'set,' whenever possible, should be subordinated to the word 'piece.' By conveying to the buyer the price through the words 'piece' and 'each' the sales-people may plan their selling talk so that the price of the entire set comes easily to the prospect's mind.

"When conversing with a customer, never use the words 'dozen,' 'half-dozen,' or 'third-dozen.' Say 'twelve,' 'six,' or 'four.' That is what you mean to say. And only by saying what you mean are direct results obtained."

In the house furnishing department, for instance, kitchen knives and forks were displayed in small wooden trays. The price card erected just back of the tray bore the mark:

"SIXTY-FOUR CENTS A SET."

In selling tests that followed, the fact developed that not three customers in ten knew exactly what meaning the word "set" was intended to convey. Whether it meant six kitchen knives and six kitchen forks at sixty-four cents, or twelve kitchen knives and twelve kitchen forks at sixty-four cents, was all a matter of doubt in the purchaser's mind. The unit was not definite. On a half dozen different counters it might have six different meanings.

The shoppers, therefore, equipped a second table with the same stock and placed it in another part of the department. The price card at the first table was replaced by one marked:

"SIXTY CENTS PER SET,"

while the card raised at the second table read:

"FIVE CENTS EACH."

Sales at table number two showed an average increase of eighteen per cent. over those at table number one. Analysis showed that many customers were buying three knives and three forks, whereas, under the old system, these broken lot sales had been lost.

Keeping Goods Until Xmas

THE writer called recently on a retail hardwareman who is located in an Ontario city. The retailer took me upstairs and showed me some goods he was holding until Christmas. A few of the articles I noticed were 2 toboggans, 3 hand sleighs, 1 electric iron, 1 rowing wagon, 1 tool chest, 1 rocking horse, and several packages. The merchant said: Come around here again about a week before Christmas and I will show you a huge assortment of goods that I will be holding for delivery on Christmas Eve. For many years this retailer has been in the habit—a good habit too—of starting his Christmas sales campaign early. All his Christmas ads. read: "We will hold any article until Christmas, all you have to do is pay a small deposit. We make a special delivery on Christmas Eve." Each year this retailer makes many sales in advance. A space on the second floor is used as a rendezvous for Christmas goods bought in advance. The week before Christmas it looks like the headquarters of Santa Claus. The merchant says that although he has been working the plan for years he can only remember 3 or 4 cases where persons who had made a deposit failed to call a day or two before Christmas and make the final payment. A special delivery leaves the store at 7 o'clock Christmas Eve. The driver is accompanied by a junior clerk so that there is no danger of any of the articles being lifted from the delivery sleigh. Customers appreciate the service and the merchant has some customers who have been using the service for years.

Methods in Xmas Advertising

"IT seems to me," writes a traveler to Hardware and Metal, "that a great deal of time is lost in some hardware stores by clerks putting skates on boots. In some stores it is customary to advertise 'skates put on free,' the result being that during the Christmas rush the clerks are busily engaged in putting on skates when they might be better employed in giving prompt attention

to customers. I was in a store about a week before Christmas last year and during the afternoon no less than three clerks were busy putting on skates while two others were trying to wait on customers. Quite often one clerk was trying to wait on two or three people at one time and this manner of serving the public does not secure many new patrons. I think the merchant would have made more money on the deal if he had made some arrangement with one of the local cobblers and allowed him so much per pair to put on the skates. A good cobbler can put on three pairs to a clerk's one. The clerks would then have been free to give customers the attention they deserve. One or two sales lost through lack of service would probably have cost the merchant more than he would save all winter by making his employees put on the skates. I was talking a short time ago to a retailer who does a large business and sells a great many skates each year. The retailer said: "We used to put skates on boots free in about 50% of the skate sales we made, but it was largely the result of habit." It was an expensive habit too. Skates would be promised for a certain time and when the customer came in for them it often happened that the clerks had been busy and the skates were not on. The result was a disappointed customer—rustle and bustle on the part of a clerk to put the skates on, very often just at a time when he was most needed at the front." We got away from the habit. We now charge fifteen cents additional for putting on skates and we make just as many sales as we ever did. A local cobbler puts the skates on for us and our clerks are able to devote their whole time to look after customers and other matters in the store."

Danger From Fire

DURING the Christmas selling season a great deal of tissue paper, and other inflammable materials are used by window trimmers for adding artistic touches to window displays, interior decorations, etc. Care should be taken to see that there is no danger of these decorations coming in contact with fire. Occasionally you will find an inexperienced man who tries to arrange some electrical effect in his window display without taking the necessary precautions to prevent fire from defective wiring. A great many fires are caused as a result of defective wiring and care should be taken on that score. It is also a good plan to be prepared for fires. Many instances could be cited to show how many fires have started as a result of accident but have been speedily extinguished when the proper appliances were close at hand. One Ontario merchant who has his store equipped with fire tanks has saved his store from fire on two occasions. The tanks have a capacity of twenty gallons and contain six pails. The pails are self-filling and six pails of water can be lifted from each tank in rapid succession. The tanks take up very little room and present a good appearance. They can be placed in any part of the store. Fire bucket tanks are sold by nearly all the large manufacturing firms dealing in metal-ware. Hand fire extinguishers have also proven their value in many instances.

PRICE IS A BIG feature nowadays. Use price tickets liberally in your windows.

• • •

IF THE WAR had not broken out, Canada would now have been enjoying again the full swing of prosperity. Well, the Kaiser can't hold things back very much longer.

Firearms Are Appropriate War Time Gifts

Range and Target Rifle Practice Are Being Indulged in Generally
—War Has Created a Change of Sentiment Regarding Weapons
and Brought Home to the People the Desirability of Being Able
to Shoot.

Written for Hardware and Metal by E. Goode.

THERE is that adage about preparing for war in time of peace which has been the German motto for a generation or so. England has rather followed the plan of being ready for war and preparing for it after it came. In Canada we did not give much thought to the matter until the war broke out; we heard some distant rumbling of thunder, but the sun was shining and we did not notice the swift approach of the storm. Now war is the dominant spirit in Canada as it is in every section of the Empire.

War is eating its way into almost every phase of our national existence. It is changing the channels of commerce; it is giving us new pursuits and even new pastimes, new aims and new ideals and is even affecting the style of the garb we wear.

A year ago firearms would have been considered as a jarring note to the festive season if presented as Christmas presents; they would have been inappropriate to the spirit of peace on earth. But to-day war has entered into our lives. But in seeking to maintain peace

we have been forced to armed resistance. The firearm appears in a new light and it now takes rank with the appropriate articles for holiday giving.

It is not going too far to predict that not only will shooting be taken up by those who are considering going to the front but also that it will become a popular pastime for people to indulge in target practice with small arms. There is a wave of public opinion at the moment that every man should know how to handle a rifle and there will also be a greater tendency to permit boys to become proficient in the handling of small bore arms.

This will not only mean a larger demand for rifles of heavy calibre but also for those of smaller bore which are suitable for target work. The merchant to-day who does anything to encourage the use of firearms will be regarded in a different spirit to what the public attitude would have been before the war.

Firearm windows and interior displays can be made very effective when the public mind is filled with the war

spirit as it is at the present time. A window of guns and rifles which can be arranged with very little trouble will be found to be one of the best attractions along the retail street. Manufacturers of arms and ammunition send out lots of attractive display material which can be put to good use by the trimmer.

The window appearing on this page appeared recently in the window of the W. S. Piper Hardware at Fort William, Ont. Birds and animals as shown in this display are always good for an arms window and the use of shells in making the word "Shells" is unique and effective.

Additional effect to a display of this kind can be given just now by using cards calling attention to the fact that everyone is now learning to shoot and that rifles come in the class of appropriate gifts for father, brother, or son or even for big sister, for there are many girls who will in the near future spend some of the time at target practice which has been going to golf or tennis.



A neat arrangement of sporting goods in the show-window of the W. S. Piper Hardware Fort William, Ontario.

Lots of Variety in New Toys for Christmas

Character Dolls Will Have Greater Run Than Ever—New Inventions in Clock Work—Educational Features Strong—Models of Aeroplanes and Battleships Likely Sellers This Year.

Written for Hardware and Metal by Jas. Johnson.

WE little dreamed a decade ago that within a very few years some of the most extensive toy emporiums in the country would be found in Canadian retail hardware stores. A great many changes have taken place in the hardware trade during the past decade and many lines which a few years ago were looked upon as not belonging to the hardware category now form large parts of the modern hardware stocks. One of the lines added during recent years is the toy line and many firms have gone into this line on a very extensive scale. From now until after Christmas a great many toys will pass through the hands of retail hardwaremen. A large number of new toys are being offered this year.

Toys like almost everything else offered to the public, change with the seasons and every year will find something new for the children.

Santa Claus like every one else must move with the times even if he has a less critical class of customers to satisfy. But in toys the changes come gradually. Every year there will be new things but it is only occasionally that the development of the trade permits the introduction of something radically different—such as the clockwork toys, the electrical machines, character dolls, etc.

The stocks which have been opened for the coming holiday trade cover a number of new lines as usual, but there are few of them which stand out as being a departure from what has been shown in the past. There are many ideas along old lines, however, which serve to supply that something different which is always the demand of modern trade. There are new dolls, new electrical toys, new mechanical figures, new picture books and other novelties.

Variety of Clockwork Toys.

The clockwork toys cover a wider range than ever and this means a great deal. There are

characters of every kind which can be animated by the winding of a spring, and here we find that the popularity of the motor cycle side car has had its effect in a model of the two-passenger machine. A strong seller in this line is the "dancing coon," who shakes his feet in a most natural manner and a performing dog which jumps into the air and turns a complete somersault, landing on its feet again and duplicating the stunt until the spring runs down. There are also many models of aeroplanes and battleships in a big range of prices which should prove a popular attraction in satisfying the patriotic spirit of young Canada.

In the character dolls there are a number of new lines which should prove popular. One which is being heavily stocked by some firms has unusually large eyes which give them a very cute appearance. Something new has come out also in a line of hollow celluloid animals which are made in splendid proportions and are beautiful finished as to detail and color. There are also many other of the smaller celluloid toys.

In electrical toys, in which the American makers take command of the field

to a large extent, there are a number of new things which will have a strong appeal for the boys. These are not only entertaining for the little fellows but they have strong practical educational features as well. There are elaborate electric trains which can be connected with the ordinary house current or with dry batteries and which operate on the third rail principle, a motor being installed under the locomotive. This latter is not only a toy but there comes with it a set of practical though small cooking utensils of which use can be made in preparing small dishes.

For the constructive toys which came on the market a few years ago there is getting to be a larger and larger demand. They are not only entertaining but for the growing boy there are strong educational features, and with the more elaborate sets which are now made there is practically no limit to the number of designs which can be worked out by an inventive youngster.

The sand carrier is another toy which has met with a strong reception and which promises to be a big seller this season. This toy has the advantage of being "mechanical" on the natural principle of gravitation and

there is thus little about it that can get out of order. A small car works on a slide. It is filled with sand from a bin at the top of the slide and when it becomes so heavy runs down and dumps automatically, returning to the top for another load and repeating the operation so long as the supply of sand lasts.

The Wondergraph is an old toy which has found a popular revival. It is a simple automatic device by which a number of very intricate pen and ink designs can be worked out by turning a small crank, different patterns being produced by changing the gauge.

A very popular new line during the past few months has been the plain



CANADIAN-MADE TOYS.—"Baby Betsy" and "Country Cousins." These dolls are absolutely unbreakable. Baby Betsy carries a "Russian bear" which walks when pulled across the floor. Shown by Dominion Toy Mfg. Co., Toronto.

(Con. on p. 47.)



Making The Ad and Win- dow Display Say Something

The Boss Picks Out the Weak Spots in the Window Display—The Same Rule Applies to Newspaper Advertisements—Advertising May Help Your Competitor.

A HARDWARE salesman had just put the finishing touches on a window display of heaters and ranges, and as was his custom he called the "Boss," who by the way was a real salesman, to give it the final O.K. The Boss has a loyal staff around him, he uses the salesmen right and has their confidence and when he criticises their work they take it in the right spirit. The Boss is not of the grouchy kind who would say the display is not worth a damn—or it will do—or it might be improved but will do for this time. Not him. He is one of the kind who is trying to improve his clerks. He points out their weak spots and he makes money by doing so.

After viewing the window from several angles and distances, the Boss said, "Young man, that window is pretty, it is altogether charming, but—what is it all about?"

"You have a fine display of stoves there and you have your window nicely spotted with color to arrest attention, but after you get the people's attention what is going to make them buy except their own desires?"

"A window display can be likened to an illustration in our advertising," proceeded the Boss, warming up to the subject, "which attracts attention but needs text matter to make its use profitable.

"Right there, my son, is the fault of this window display—of most window displays in fact, those of other merchants as well as of ours. They don't contain enough reading matter—don't make use of the attention they have won, to put over a good selling punch.

"Take this window, for instance; all that it needs is a large card, neatly lettered with thirty or forty well-chosen words describing the advantages of the construction of Blank's stoves, to make it of real selling value.

"Another small card inviting the people into the store to see the Blank stoves demonstrated, would add further to its selling strength.

"Nine out of ten window displays could be greatly increased in selling efficiency with the addition of one or two neatly lettered cards relative to the goods on display," continued the Boss.

"Will people read the cards?" inquired the window trimmer.

The Boss answered this query with another, "Do you know how many words the average person ordinarily reads in a minute? Between two and three hundred. From this you can understand that a show card of thirty or forty words would be read at a glance. Of course people will read your show cards. They can't help reading them if they are invitingly lettered."

This conversation took place early in the season. The salesman who was also the window trimmer was a good listener. He has used the card idea in nearly every window he has trimmed since, and every one of those windows has proved that the Boss was right. Nine out of ten window displays can be improved with the addition of a well-chosen and worded card relative to their merchandise.

Newspaper advertisements in many instances are not effective because they do not say anything. You very often see an ad. with an attractive border, good illustration, occupying a large space but after viewing it from all angles you might well say, "What is it all about?" This is particularly true of stove advertisements, some of which are simply thrown together any old way.

If you would go into the news-clipping department of a publishing company and look through a few hundred newspapers you would find large numbers of ads. which read something like this, "We have a large stock of stoves," "Our stove stock is the largest in town." "Heaters, now is the time to prepare for the cold weather, come and see us." Ads. of this kind are sometimes accompanied by an illustration. In other cases there is no illustration and the same ad. is allowed to run week after week. They may draw a few inquiries but they have not the same effect as an ad. that tells something about the goods offered. When a prospective stove customer enters your store you do not simply say: "We have a large stock of stoves." You immediately tell the

[illegible]

Newspaper advertisement of R. T. Holman, Summerside, P. E. I., featuring stoves.

customer that you sell the nationally known Blank line. If the customer wants a range you tell about the distinguished features of the range you handle. Why it is the equal or superior of other makes. You give a record of its performance. You name some of the satisfied users in the community. You tell how the makers stand back of their products. You describe the finish of the stove and tell how it is an ornament to the home as well as being of practical value. You tell about fuel consumption, control of temperature, etc. Why not tell of all of these features in your newspaper advertisement. Do not allow the same ad. to run day after day and week after week.

There is nothing that will make a newspaper more ridiculous in the eyes of the reader than to insert an item of news which has appeared the previous day or week. Yet merchants who are



HENDERSHOTT'S HARDWARE

A Quarter of a Million Canadian Homeowners use the **HAPPY THOUGHT RANGE**. Last of year's **Harvey Trenchard** Range is the most famous. Surely there's a reason for so many people choosing this much talked of Range—ask them.

For Men Friday and Saturday Specials
(These goods are here before and will not be sold before or after these two days at these prices)
6 dozen solid metal **HARMER** Trenchard stoves in both light and heavy. They all have right doors to cook, being specially fitted out of hardware sold regularly at \$60.00. The week of Nov. 21-22, 23, 24, 25, 26, 27, 28, 29, 30, 31. 5 day good strong three. Drivers regular price up to 35% for

Advertisement of Hendershott's Hardware, Mount Forest, giving list of stove purchasers in the community in which his store is located.

paying good money for advertising space will put the same announcement before the public for weeks or months, and then they will wonder why they do not get results. There are probably more wrong ways of advertising than anything else that the merchant is called upon to do—and one of the usual offences is to let a display run until any value it may have had at the commencement has worn off and the store is "advertised" more as an out-of-date establishment than anything else.

Some merchants are afraid to put their arguments in print for fear of their competitors making use of the arguments. You have very little to fear on that score. Make sure of your (Continued on page 47.)

Christmas Window Contest

FOR many years past it has been customary for Hardware and Metal to conduct a Christmas window display contest each year.

This contest has become an event of wide interest for all Canadian retail hardwaremen interested in window trimming. The competition has been keen and each year has seen a wider and more representative response, culminating in the big success scored last year. During the last few weeks of December, dozens of photos were received at Hardware and Metal's office. The standard of the displays entered was so extremely high that the comment of one of the judges to the effect that "hardware window trimming has been put on a new plane," was fully justified. The announcement of the awards was eagerly awaited.

In accordance with past custom, two contests will be conducted this year—one for stores in places under 5,000 population; the other for places of 5,000 and over. No restrictions will be set on the style of display or the goods used in the arrangement, except that each window must be arranged with an eye to the Christmas trade. The prizes will be as follows:—

PLACES OF 5,000 AND OVER.

First Prize	\$10.00
Second Prize	5.00
Third Prize	3.00
Fourth Prize	2.00

PLACES UNDER 5,000.

First Prize	\$10.00
Second Prize	5.00
Third Prize	3.00
Fourth Prize	2.00

Contestants will note that two fourth prizes are offered this year, and also that the prize money offered in each case is larger than in previous years. The prize winners in last year's contest were: Places of 5,000 and over: First prize—Fred. J. Mills, with Mills Hardware Co., Hamilton, Ont.; Second Prize—Chas. Byford, with Bond Hardware Co., Guelph, Ont.; Third Prize—C. H. Smith, with J. H. Ash-down Hardware Co., Calgary, Alta. Places under 5,000: First Prize—W. S. Petrie, with D. Leckie, Kelowna, B.C.; Second Prize—D. E. Tait, with T. S. Tait & Sons, Campbellford, Ont.; Third Prize—John F. Bingham, with G. A. Binns Hardware, Newmarket, Ont. The following received honorable mention: Jules Gordeau, with J. H. Ash-down Hardware Co., Winnipeg; W. S. Bate, with McLaren Hardware Co., Calgary; L. A. Phaneuf, with South Hill Hardware Co., Moose Jaw, Man.; R. H. Thornhill, with the P. Hymmen Co., Berlin, Ont.; Chas. H. McGibbon, with Peterboro Hardware Co., Peterboro, Ont.; A. L. Shields, Kincardine, Ont.; H. H. Otton & Sons, Barrie, Ont.; Thos. Houghton, Parkhill, Ont.; J. Sutherland, with the Whitten Co., Bracebridge, Ont.; Jas. Craig, with Van Tuyl & Farsbank, Petrolia, Ont.; Ted Robert, with B. Carriere & Fils, Hull, P.Q.

Since last year's contest a large number of new window trimmers have developed in the Canadian retail hardware trade and there promises to be keen competition in this year's contest.

The contest closes on Saturday, December 28. No photos received after that date will be entered unless there is proof that they had been delayed in transit.

All matter should be addressed to "The Editor, Hardware and Metal, 143-153 University Avenue, Toronto," and marked "For Christmas window contest."

ARE YOU GOING TO ENTER?

SHOW CARDS THAT YOU CAN MAKE

— by R.T.D. EDWARDS —

using illustrations
from last week's
Hardware & Metal

COMMENCING with this issue, Hardware and Metal is introducing a new department, which will prove very interesting to the trade in general, and very beneficial to those who will take advantage of the splendid opportunity afforded for securing attractive show cards for window and interior displays. Readers of Hardware and Metal know quite well that a great many large and attractive illustrations appear each week in the advertising pages. On many occasions pages are taken from Hardware and Metal and used in conjunction with window displays of the goods advertised. It is not uncommon to see an advertising page from Hardware and Metal occupying a prominent place in a window display.

We show here three show cards which have been prepared by Hardware and Metal's show card writer. The illustrations on the show cards appeared in the

TOOLS AND MATERIAL USED IN COMPLETING THESE CARDS.

One No. 8 sable brush.
One No. 1½ round writing pen.
One Ball Pointed Pen Nib.
Ruler, Scissors,
White Coated Cardboard.
Black cardwriting Color.
Black Carbon Ink.
Pale Green Color.
Pot of thick Paste.

advertising pages of last week's issue of Hardware and Metal. The cards, although attractive and practical, have been made as simple as possible in order that they can be copied by anyone in the store who is handy at lettering. It is not necessary that you follow exactly the style of lettering used here. Any neat style of lettering will do. In the accompanying panel a list appears of the articles used.

The illustrations were cut from last week's issue of this paper and pasted on smooth white cardboard, measuring 12 x 18 inches.

The "stove card" is a very simple but effective layout. The illustration was taken from a full-page stove advertisement. The black border ruling was done with an ordinary ball-pointed pen point, while pale green was used for the inner border, the underlining being applied with a brush.

The "Electrical Goods Show Card" was also made with illustrations which appeared in last week's issue. The layout is only one of many that could be arranged with the same illustrations. The illustrations were cut and pasted on with thick paste. The pale green outer line drawn around them serves to cover the edge of the paper.

The "Silverware Show Card" shows a simple layout that can be easily copied.

The small lettering on all cards was executed with a round writing pen, using revised Roman formation, while the heavy lettering was done with a No. 8 round red sable brush.

By following out the suggestions we

have offered, the window trimmer can at very little expense make attractive show cards that will prove to be added attractions to the displays of the various lines.

Elaborate and expensive show cards are very often unnecessary, and in many cases they are outside the reach of the average retail hardwareman who does not feel that he can employ an expert card writer. By following out Hardware and Metal's suggestions almost any clerk who is handy with a pen or lettering brush can turn out attractive show cards.

The real object of a show card is to draw attention to the goods on display and to offer suggestions, and that is why the show card always should occupy a prominent place in a window display.

In every issue of Hardware and Metal a large number of illustrations suitable for this work appear, and there is no ex-



Suggestion for show card. The illustration used appeared in last week's issue of Hardware and Metal. The card from which this reproduction was made measured 10½ x 17 inches.



Suggestion for show card. The illustration used appeared in last week's issue of Hardware and Metal. The card from which this reproduction was made measured 10½ x 17 inches.



Suggestion for show card. The illustrations used appeared in last week's issue of Hardware and Metal. The card from which this reproduction was made measured 10½ x 17 inches.

cuse for hardware window trimmers not having attractive window cards with each display.

THE AD. AND WINDOW DISPLAY.

(Continued from page 45.)

ground. Get the agency for a good line, that you have faith in and then give it all the publicity possible.

In discussing advertising that helps competitors as well as yourself," an advertising manager recently spoke somewhat along the following lines:

"Don't fear to advertise a product for fear other retailers of a somewhat similar product will profit thereby; because, unless you are willing to do something that is very apt to help your competitor, to some extent, it will be impossible to do anything for yourself."

"It is a big mouthful but it expresses a mental hazard that is keeping some of the biggest retailers in their line from making the progress they should. And it is a mental hazard, entirely, for there is probably no concern that advertises that does not, to some degree, advertise and boost its competitors' products as well as its own. And it has been proven many times that the advertisers who are big minded enough to go out and develop or create a new demand (not caring how much its competitors may benefit) are the really big successes in the business and advertising fields."

If there is something you would like the public to know about your stove line let them know it. Do not be afraid to speak through the newspaper.

Look up your last stove ad. Set back and study it. View it from all angles, and then ask yourself the question, "What is it all about?" The chances are you will be able to see where many improvements could be made. Where

the ad. could have been more effective and more likely to draw prospective customers to your store.

Do the same with your stove window display. Possibly the addition of a neat card with a message would attract the attention of many people who are passing the store but do not appear to notice the display in its present form.

A Canadian stove manufacturer recommends the following rules for stove men:

Keep a good assortment in stock. Customers are better suited with a good selection.

Locate the department in a part of the store all to itself. Seclusion spells increased business.

Have each stove shown in perfect condition. Dust will ruin sales every time.

Do not allow any stock to be placed on the stoves. People want to see stoves, not store fixtures.

Put in stove window displays at regular intervals.

Have an experienced staff to handle sales in the stove department.

Above all else, Advertise.

LOTS OF VARIETY IN NEW TOYS FOR CHRISTMAS.

(Continued from page 43.)

white wooden blocks, but these are rather a summer than a winter plaything.

For the little tots there is a new educational board of circular shape with a round incision in which are a lot of small movable characters that can be moved into other incisions across the board. The characters are all mixed up but when properly placed together they fit into larger picture schemes and there is plenty of time-occupying amusement for the little people in finding the proper arrangement of the different pieces.

ARRANGING CHRISTMAS DISPLAY.

(Continued from page 35.)

shelves were fastened to the uprights at intervals, and on each shelf was placed a piece of silverware. The space at the top was laced with white paper, and twisted strips of the same were used for the top of the window.

On the closed side of the window, which was also covered with the green cloth, I placed three shelves covered with white, on which one line of goods, thermos bottles, were displayed.

Two hanging lamps were suspended from the ceiling about half-way out from the back. Hung from the top of the alcoves, lower than the lamps, were the two signs as shown in the photograph, and below the signs, in the alcoves, I placed two lighted electric lamps on white stands.

The bottom was built up with boxes in the form of two steps, and covered with the green cloth the same as the background. Green I find to be a very good color for silverware displays. On the top step was displayed cut glass, and silver-plated hollow-ware; on the second step, carving sets and flat-ware including in the centre "1847 Roger Bros." Old Colony Ware with display card sent out by the manufacturers. On the bottom were displayed sundry articles used extensively for gift purposes, such as razors, brushes, strops, alarm clocks, folding cups, scissors, carborundum stones, etc.

A plush ball of pearl-handled pocket knives was hung from the ceiling in the centre, and cards of pocket knives were hung at the open end of the window, towards the top; and a little white gate closed the entrance to the window at the bottom.

Each article was marked with a neat price ticket, and a touch of billy here and there finished off the display. The window is lighted from the top with four forty watt Mazda lamps, and by having the two electric lamps at the bottom, the light was evened up better, there being as much light at the bottom of the window as at the top.

The display was at least good enough to attract considerable attention, and, judging by the number of articles sold from the window, it was a "trade-puller."

The fact that the successful business man is an advertiser is usually incidental. He is an advertiser because he is wise and possessed of good, sound business sense and an analytical mind. At some time or other he came to the conclusion that advertising could be made one of the mightiest factors of his business organization, and having arrived at this conclusion, he just naturally went to it and advertised.

Electrical Appliances Solve the Gift Problem

A Practical Present Which Has Not Yet Ceased to Have the Attraction of Novelty Finds Favor When Tendency is in Favor of Useful Gifts—Know Your Goods and Then be Ready to Stand Behind Them.

Written for Hardware and Metal by Allan Lowry.

THERE are certain ethics in gift-giving which are almost impossible to define, but which are nevertheless observed almost religiously. There are certain articles which convention rules are suitable for presentation, and others which are certainly not in good form. There are no set rules to the game, but everyone has a certain idea of what these rules are—they are the individual development of good taste.

To explain. It would not be good taste to give an article so practical in its nature as to hint that it was a necessity to the recipient. The present should not hint at a need, although the most acceptable gift is the one that fills one. Then there is an adjustable code as between friends and relatives which must be observed. What might be a suitable gift to a brother would not do to give to a best friend. To be more definite would be very difficult.

Speaking generally in relation to Christmas gift shopping this year, there will be an inclination and tendency to buy more useful articles than has been the case in time when money was being more freely spent. People who are inclined to buy carefully for themselves will buy in the same spirit for others, either intentionally or unintentionally. Merchants will, therefore, wisely display lines of a practical character, and there are many lines in the hardware store which fit into this class.

Among gifts of a practical character which are in the best of taste, particularly within the family circle, are electrical appliances. Modern in that they have not lost their novelty, while at the same time their practical worth has been abundantly proven, they solve the question of what to buy in a great number of instances. An electric iron, for instance, would be an excellent gift for mother, whereas one of the old-fashioned kind would hardly be the thing. The difference can hardly be set down to rule, but there is an emphatic distinction.

Make Holiday Display.

The hardware merchant will be wise to give his electrical appliances a prominent showing in his store during the holiday trade. They can always be made very attractive. Chafing dishes, toasters, percolators, irons, table lamps, etc., are made with excellence, finish, and are very handsome in appearance, while

more practical and still suitable for gifts are radiators, stoves and ovens, and even vacuum cleaners and washing machines.

An effective showing can be made not only on account of the appearance of the different articles, but from the fact that they are still sufficiently novel as to attract considerable curious attention.

Demonstration Counts.

This fact that electrical appliances are still novel to a great many people also needs consideration from the selling standpoint, for there are many interested inquirers who can be made into customers with the right kind of salesmanship.

The salesman should understand his line. He should be able to explain the many strong points in favor of the new appliances. He should bring home the convenience—the mere pressing of a button to get a fire which in the old way would probably require ten minutes of fussing round a dusty stove. He should be able to demonstrate—and for the purpose there should be a switch handy so as to get a current for a stove or iron or a light for a lamp. He should know how long it takes to make a piece of toast, to boil water, to make coffee, to cook eggs. He should be able to explain these things to the prospective customer, and he should be able also to give information as to the amount of current consumed in operation, for it must be remembered that many people still consider the electrical appliance as a costly luxury from the fact that they have never had information to the contrary. Full information as to cost of operation can be given after estimating the consumption—and this information can be had from the manufacturers of jobbers—in relation to the power rate in force in the community.

Get Dependable Goods.

From the fact that the appliances are still a novelty to a great many people, however, it is important to the retailer that he should be in a position to uphold the goods he is selling. He should have sufficient confidence in his line to be able to give certain guarantees to buyers, and this he can do with assurance if he is selling the goods of reliable makers, for they stand behind their line. If the retailer is not willing to confidently recommend a line of this kind, with which the

consuming public is not very well acquainted, he at once arouses skepticism in the prospective buyer's mind, and probably fails to make a sale, while, on the other hand, confidence displayed by the salesman would overcome uncertainties.

Safety a Strong Point.

A good talking point in connection with electrical appliances can be made in reference to safety. The great objection to many of the short cut methods for heating or cooking has been that there is danger from fire or explosion. In this respect there is practically no danger from electricity. The heat is generated practically without fire, and there is nothing in the nature of fuel to catch. When a gift of this kind is bought by the family for mother, it can be presented without any fear that it is going to do any harm, and also there is very little danger that it will get out of order, for there is nothing to adjust, and the manufacture has now been brought to such a stage that substantial service can be assured.

These appliances have passed the stage of experiment, their worth and value has been proven, and it only remains for the public to come to an appreciation of their worth and value.



THE BEST INDEMNITY.

Discussing the end of the war, The Wall Street Journal says:

"This is a clear reason why large indemnities will not help the nation which exacts them. The \$300,000,000 of goods which the British Empire exports to Germany is of greatly more importance than any ransom she could exact. The feeling of the civilized world is that Belgium should be indemnified; but the true indemnity which every nation can receive must be the total suspension and ultimate abandonment of competitive armaments.

"As a great king once remarked, bayonets are useful, but not to sit upon. It is to be hoped there is a sane Germany that will realize this, although the conduct of its international affairs rather recalls Frederick the Great's story of the mule which followed Prince Eugene throughout his campaign in the Low Countries—and remained a mule."

Letters to the Editor

In last week's issue of *Hardware and Metal* a letter to the Editor appeared under the headings "Are Retail Hardwaremen Honest?"

The letter was received by a Canadian manufacturer's agent from his principals in England. The agent forwarded the letter to *Hardware and Metal* with the request that it be published. Following is the letter:

ARE RETAIL HARDWAREMEN HONEST?

"We have never seen such a set of accounts in the whole of our business. The returned bills and troublesome collections are without precedent, and so we are not continuing the Canadian business. The difficulties we have had in getting payments are sufficient, and on no account in the future will we send any goods to these retailers to whom you have been selling without getting cash with order or before the goods leave our ports. And even in the case of the better firms we should want cash against B/L before the goods were forwarded, and some guarantee that the goods would be received on arrival and not repudiated as some of your customers are doing."

Mr. Editor, what is the matter with the Canadian retail hardwaremen that this should need to be written about them? Are they all dishonest?

MULTUM IN PARVO.

The following letter in reply has been received from a well-known Ontario retailer: "The representatives of an English firm sold me some digging forks that he said would take the place of the regular spading forks sold in this country. His price was very much better, but when I received the goods they bore no resemblance to a spading fork except that the handles were somewhat alike. The trouble generally is that the representative does not know what he is selling—he gets all his information from the catalogues. As long as British or any other people send out such men there is bound to be trouble. In the meantime I am out the duty and transportation charges and the account remains unsettled. The chances are that this agent was sent out because his health was bad or he thought he would like to live in Canada."

"ONTARIO RETAILER."

* * *

PRESIDENT TAYLOR'S ADDRESS.

On page 45 of last week's issue of *Hardware and Metal* appeared the address of President Adam Taylor before the Canadian Hardware Manufacturers Exhibitors' Association. As a result of the publication of the address Mr. Taylor has received a very interesting letter from J. B. Archer, of the Moore Hardware Co., St. Catharines, in which Mr. Archer

points out that the Canadian manufacturers do not demonstrate their goods sufficiently to the retail trade. The letter reads as follows:

St. Catharines, Nov. 14, 1914.

Adam Taylor,
c/o Taylor-Forbes, Co.,
Guelph, Ont.

Dear Sir,—You are certainly to be complimented upon your address to the C.H.M.E.A. Every means is being brought to bear to induce the merchant to purchase goods "Made in Canada," and in turn it is the merchant's duty to educate the buying public to accept no other than Canadian-made goods where it can possibly be done.

There is one thing certain Mr. Taylor that the Canadian manufacturer does not go to the retail trade and demonstrate their goods the way the U.S.A. manufacturers do. Of course, some of our Canadian people have adopted the plan but there are a good many that should follow. I do not mean to sell direct to the retail trade, but show them goods and tell them through what jobber they can be purchased.

If retailers bought goods "Made in Canada" values being equal our manufacturing industries would be swamped to death with business. The quicker the Canadian manufacturer goes after the better business in the manner that the American manufacturers do the better it will be for us all. Let them get the ball rolling and show the retail merchants of the country that 75 per cent. of the goods on their shelves are "Made in Canada." I think it a wise plan at the present time to abandon the usual exhibition next February, but by all means let the convention be held and keep up the work.

MOORE HARDWARE CO., LTD.,
Per J. B. Archer.

Twenty Years Ago In the Hardware Trade

The following items have been taken from the issue of *Hardware and Metal* of Nov. 17, 1894.

W. G. Bingham, hardware, etc.,
Orillia, has sold out to McNab Bros.

Editor's Note.—McNab Bros. are still in business at Orillia, and have one of the finest retail stores in Northern Ontario. Ideas from the McNab store have been featured in *Hardware and Metal* on several occasions.

* * *

J. R. Hambly, hardware merchant, Drayton, has sold out to O. B. Henry.

Editor's Note.—O. B. Henry is still located at Drayton and has worked up a large connection. Mr. Henry issues

yearly a large retail catalogue for distribution among the farm trade. The catalogue and an authorized interview with Mr. Henry by a *Hardware and Metal* representative was featured in this paper about three months ago. J. R. Hambly is now conducting a hardware business at Barrie, Ont.

* * *

The Western Wire & Nail Co. is the name of a new concern that is seeking incorporation from the Ontario Government. Operations will be carried on at London. The capital stock is \$50,000 in five hundred shares of \$100 each.

Editor's Note.—The Western Wire & Nail Co. is still located at London, Ont.



MAKE UP YOUR MIND TO DO YOUR SHARE.

1907.

Do you remember it?

Do you recall the business timidity that followed the crash of stocks?

Do you recollect how, out of that calamitous season, a number of big firms emerged bigger and stronger and more prosperous than ever?

It cost them more money to create business in 1908 than it had cost them before the "panic."

But they created business.

And when the upturn came they were in a position to take full advantage of restored confidence. Costs diminished and profits increased. They offset the extra expenditures of the period of stress.

War.

Similar conditions.

Not one iota worse. Every prospect, in fact, that a sound business revival is at hand.

National advertisers, scores of them, are increasing their appropriations for creating business, recognizing that it will cost more for a while, but that they will take their profits eventually.

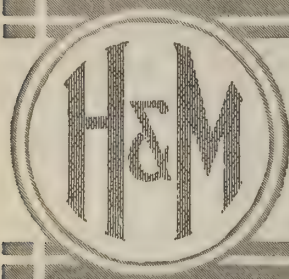
Make up your mind to do your share in creating business. In periods like this it costs more to sell. But it is vastly cheaper to go ahead than to fall behind now and pay the extra cost later.—Sales Bulletin.



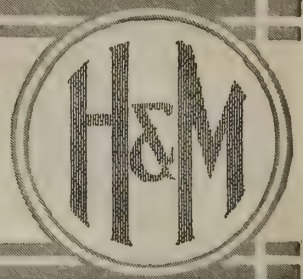
Success comes to him who goes after what the other fellow is waiting for.

* * *

The big, successful store is simply a result of organization made possible by concentration of capital, backed up by good and continuous advertising. The large successful merchant not only buys advertising judiciously, but engages the best talent to prepare the right copy about the right merchandise at the right time.



Current News



Obituary.

Aberdeen, Sask.—The death took place recently of Peter Vogt of Vogt & Son.

New Firms.

Ottawa, Ont.—C. H. Blythe, former manager of R. Mulhall's Glebe Store, has opened a hardware store at 796 Bank Street. Mr. Blythe will cater especially to the family trade.

Wholesale Burglarized.

London, Ont.—The London police were notified that a considerable number of knives, revolvers and watches mysteriously disappeared from the premises of D. H. Howden & Co., wholesale hardware.

First Bicycle Manufacturers to Use Canal.

Iver Johnson's Arms & Cycle Works, Fitchburg, Mass., announce that they have shipped two carloads of bicycles via Panama Canal for San Francisco. It is said to be the first shipment of bicycles by way of the Canal.

Open Branch Factory.

MacFarlane & Douglass, Ottawa, manufacturers of sheet metal building materials, have opened a branch factory at 34 Dorchester Street, Montreal. The factory is fully equipped to manufacture metal shingles, siding, ceilings, shingles, corrugated iron, plaster head, etc.

Personals.

Frederick Fay, of James Stevens Arms & Tool Co., was in Montreal last week.

W. D. Spinney, of Yarmouth, N.S., was a caller at Montreal office of Hardware and Metal last week. He stated that his business was a little ahead of last year.

Meeting of the Canada Paint Company's Western Traveling Staff.

A meeting of the western sales force and the heads of the departments was held in Winnipeg, November 6, and 7. The convention was an unusually interesting one, and very instructive sales talks were given by the men of the sales force and helpful talks on the quality and application of the full line of the

Canada Paint Company's products by department heads of the manufacturing department.

W. J. Bland, manager of the company was in the chair. On Friday evening a very enjoyable dinner of the entire sales force, office and manufacturing staff was held. During the meeting representatives showed great enthusiasm and con-



ROBERT JOHNSTON,

who was presented with the long service diploma and gold medal at the Sherwin-Williams Convention. An interview with Mr. Johnston appeared on page 54 of the Nov. 7 issue of Hardware and Metal.

fidence as to the future development of the business in the western territories.

Toronto Visitors.

J. R. Hambly, of Barrie, Ont., was in town last week on business.

James Dandie of Streetsville, Ont., was in Toronto a few days ago on a visit to the trade.

Mr. Smith of Smith & Shaefer, Bolton, Ont., was in town visiting the trade.

Fred Bailes, of John Bailes & Son, Oshawa, Ont., was in Toronto on a business trip.

Business Changes.

Perth, Ont.—G. W. Rogers, hardware, has been succeeded by H. B. Nicholl.

Melfort, Sask.—Crawford & Douglas, hardware, have been succeeded by Millard Bros.

Fort William, Ont.—Colville & McLaughlin, hardware, have dissolved. C. P. McLaughlin continuing.

Winnipeg, Man.—The Union Sheet Metal Co. have dissolved. The business will be continued by H. Canter.

Toronto, Ont.—The Colonial Varnish Co., Toronto, has been sold to the Standard Paint & Varnish Co., Windsor, Ont.

Changed Firm Name.

The Austrian Import Co., Ltd., of Montreal, have changed the firm name to Franke, Levasseur & Co., Ltd. This firm, who have hitherto been importing a large amount of goods from Austria and Germany, announce that they have replaced all their lines and wherever possible have done so with Made-in-Canada goods. Where it is not possible to do this, they have replaced them with goods manufactured in Great Britain or the United States.

New Showrooms.

Hamilton, Ont.—The display rooms and offices of the Gurney Foundry Co., which are now located at 14-18 North McNab Street, will be moved in the near future to 17-19 East Jackson Street, where a large three-storey building has been erected for the purpose. The building, which is very handsome, has a white tile front, is thirty feet wide and about one hundred and seventy feet in depth. Richly furnished offices will be situated on the second floor of the building, while the ground floor will be devoted to display purposes and the storing of stock for the trade. Large rows of bins have been constructed, and in these will be kept a full stock of every type of fittings and valves.

Unusual Case Before Court.

Under date of November 12 a report comes from Saskatoon to the effect that a case of unusual interest is expected to come before the Supreme Court at its next sitting, in which the powers of the bishops of the Mennonite Church will

be brought into question. Jacob J. Heinrichs, hardware merchant of Osler, who attended the Mennonite Church in that district, and had been a member for about ten years or more, is suing Jacob Wiens, bishop of the Neunlage Mennonite Church, for \$34,200 damages and loss of orders and stock-in-trade, alleged to have been caused by his alleged ex-communication from the church and the alleged order from the bishop to his flock to boycott Heinrichs in his trade. The alleged acts were brought about, it is said, by Heinrichs having used the courts to collect his debts, a practice which is not allowed by the rules of the Mennonite Church. He was ex-communicated on December 7, 1913. The defence claims that the case is not actionable.

This case is a test case so far as Canada is concerned, no such action having been previously brought in the Dominion. The case, *Quinn vs. Leatham*, similar to the present one, was heard in the House of Lords many years ago. This was a case in which a tradesman sued a labor union for boycotting him, and thus injuring his business. It was taken to the House of Lords, who gave a verdict in favor of the plaintiff.

Western Convention of the Sherwin-Williams Company.

A very successful convention was held in Winnipeg of the men of the Sherwin-Williams Company covering the western territory. W. S. Fallis was chairman of the convention. C. C. Ballantyne, managing director of the company, was present, also J. D. Barker, general superintendent. Several days were taken up in educational suggestions on the uses and application of the Sherwin-Williams products and introduction of new products.

The Western representatives showed a great deal of confidence as to business conditions, and anticipate a very satisfactory spring business. The convention was brought to a fitting close by a dinner of the managers, traveling representatives and the office staff.

Obituary.

The death occurred in Montreal on Monday last of James Atchison, aged 74. For forty years he was superintendent of the steamfitting and plumbing department of the Robert Mitchell Co., Ltd. When the company decided to confine their energies to brass finishing, they handed the plumbing end of the business over to Mr. Atchison, who conducted it until five years ago, when he retired. He was born in Montreal in 1840.

we regret appeared in the advertisement of the Philadelphia Lawn Mower Co. Under the lawn mower illustration the following appeared: Style "S" All-Steel. The original All-Steel Mower. It should have read: Style "A"—All-Steel. The original All-Steel Mower.



TOP-NOTCHER REPRESENTATIVES OF SHERWIN-WILLIAMS.

The accompanying photograph will be of interest to many readers of Hardware and Metal. It was taken in connection with the annual top-notch competition of the Sherwin-Williams Paint Co. of Canada, Ltd. This year the competition was won by the Ontario division, and the sales manager, C. A. Thomas, is naturally well pleased with his representatives and also of the fact that the Ontario division captured the two best positions in the competition. The first place was secured by A. E. Cowley, representing the company in the northwest section of Ontario, while the second place was won by R. E. Stimson, representative for Western Ontario. Messrs. J. M. Phemans and R. Vincent, representing the company in Quebec, secured third and fourth place respectively.

It is interesting to note that the "top-notch" competition is intended as a reward for general sales efficiency rather than for the largest volume of business

alone booked. Although efficiency would naturally result in big business, the latter feature is not the only consideration. Under the conditions of the competition it follows that the winners must be possessed of considerable ability. In addition to the honor, the winners receive a substantial honorarium.

A. E. Cowley has been associated with the hardware and paint trade for many years, and has many friends throughout the trade.



CATALOGUES AND BOOKLETS.

Ross Calendar.

The Ross Rifle Co. of Canada, Quebec, Que., are distributing an especially attractive and useful 1914 calendar. The company will forward a copy to any hardware or gun store free on receipt of request.

New England Enamelware.

The New England Enameling Co., Middletown, Conn., have issued an attractive 48-page catalogue featuring their line of "New England Gray" mottled steel ware. The various lines are splendidly illustrated by photographic reproductions. One of the selling features of the lines is the new handle which is curved to fit the hand. Copies of the catalogue will be mailed on request.



Sherwin-Williams Co. of Canada, Ltd., top-notchers, reading from right to left: first, A. E. Cowley; second, R. E. Stimson; third, J. M. Phemans; fourth, R. Vincent.

CORRECTION.

On page 6 of the November 14 issue of Hardware and Metal an error which



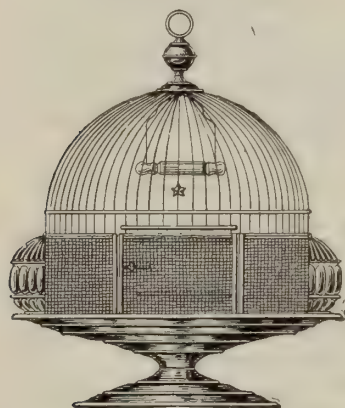
New Hardware Goods

Offered Canadian Hardwaremen



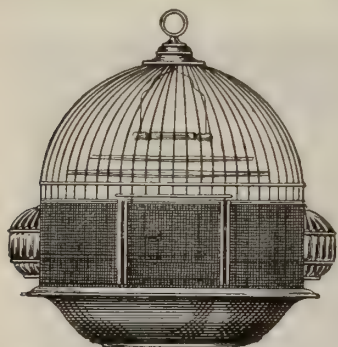
NEW BIRD CAGES.

O. Lindemann & Co., 35-37 Wooster street, New York, are offering the trade three new styles of bird cages.



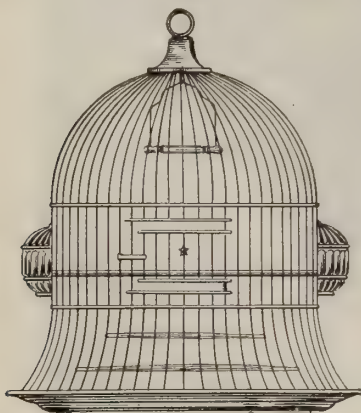
Dome Cage No. 2526.

The dome cage, No. 2526, is made of brass and measures 11 inches in dia-



Japanese Lantern Cage No. 2536.

meter. It has a polished bottom and polished knot and has three perches ar-



Improved Bell Cage No. 2626.

ranged parallel the same as in the square cage. The Japanese lantern cage, No.

2536, is 11 inches in diameter, made of brass with a brass wire seed guard. It also has a polished bottom and polished knot, three perches, arranged parallel. The improved bell cage, No. 2626, is made of brass, is 11 inches in diameter at cups, 14 inches high inside, including a solid removable seed guard. The cage is very roomy, has five parallel perches and a painted gravel pan.

NEW DUSTLESS MOPS.

The Channel Chemical Co., Toronto, makers of O-Cedar products, are now offering the trade three new styles of mops. The material used in the mops will be the same as in the O-Cedar mops. The new ones differ from the original mop in shape and size.



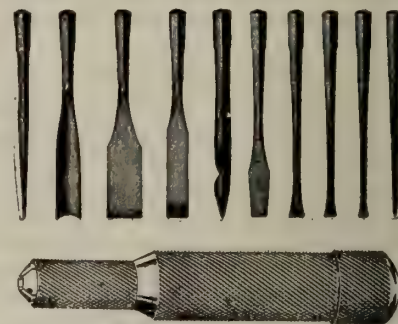
One of the Channel Chemical Co. new triangular mops.

A new round mop to retail at \$1 with a 46-inch handle is now offered the trade. Two triangular mops, one of which is here illustrated, are also offered. One to retail at 75 cents and the other at \$1.25. The former is equipped with a 46-inch handle and the latter with a 54-inch handle. The O-Cedar line of mops will in future include four distinct styles of mops.

MILLERS FALLS NEW PRODUCTS.

Among the new lines recently placed on the market by the Millers Falls Co., of Millers Falls, Mass., are the tool-holder, No. 600, and breast drill, No. 112, here illustrated. The tool-holder has an all-steel handle, handsomely knurled and nicked.

The tools contained in the hollow handle comprise a scratch awl, two brad awls, two screw drivers, a gimlet, two chisels, a gouge, and a reamer. All are



Tool Holder No. 600. Above are the tools which are contained in the hollow handle.

said to be of the highest quality, being carefully tempered and finished, and honed to a fine cutting edge.

The chuck has hardened steel jaws, clamping with vise-like grip upon the tool shank. Length of handle is five inches, and of tools, two and three-fourths inches, and weight of complete outfit, per dozen, seven and one-fourth lbs.

The new No. 112 breast drill is said to be a breast drill reduced to its simplest form, and at a lower cost than most breast drills on the market. The makers claim that the tool has the appearance of costing more than it does. It has a malleable iron frame, japanned black, outside to breastplate painted red. Crank is black, oxidized, and chuck is polished. Breastplate is adjustable to



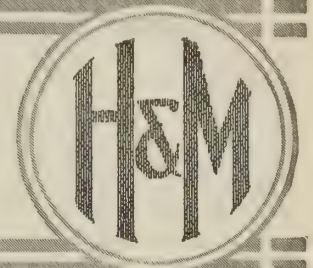
Breast Drill No. 112.

different positions and is removable. The gears are cut, the small ones being of (Continued on page 58.)



Weekly Market Reports,

Statements From Buying Centres



THE MARKETS AT A GLANCE.

The advent of colder weather in many parts of Canada has stimulated the demand for winter lines. Heating equipment is moving freely and stove accessories are in good demand. The metal markets show little change from last week and the demand is only for immediate requirements. Trade in the country districts continues very fair. Reports from the West indicate that many farmers are holding grain expecting higher prices. Hardware jobbers are in many cases adding new specialty lines. Very few price changes occurred during the week.

MONTREAL.

MONTREAL, Nov. 18, 1914.—The general volume of trade in hardware circles still continues to improve. The trade in many lines has brightened up considerably during the week. The winter weather which has held the province in its grip for the last week has been responsible for a new and greater movement in sleigh bells, skates, hockey sticks, etc. Then, again, in spite of the fact that the country business has been good all autumn, there appear to have been a number of dealers who have been buying but lightly, and others who have postponed till the last moment. These men have apparently been convinced that business is not as bad as they expected it would be, and their confidence has been restored. In sporting goods there also seems to be a good volume of trade passing. The prices of ammunition have had a tendency to advance.

Some hardware houses have had such a volume of business thrust upon them

this week that they have been forced to return to work in the evenings. This seems to be an unexpected turn of events, as it is a long while since there has been any evening work done. But these conditions all tend to prove that the unbounded confidence existing among hardware men that this present improvement is of a permanent nature and business is bound to improve, is correct. The spirit of optimism is everywhere gaining ground, and the made-in-Canada movement is helping to boost the trade among Canadian institutions.

Metals.

The metal markets seem to have remained more or less the same during the week. Copper, it was thought, had a tendency to weaken, but it seems to be holding its own, and the price has remained firm. The lead market has stiffened considerably, although there has been no actual increase in price. Tin has weakened a little during the week, but appears to have reached its level. Spelter is a little stronger. All changes are mostly of a small nature, and really do not represent much of a fluctuation.

Stoves and Furnaces.

The stove and furnace business still continues to be brisk. The Government has been contemplating a purchase of a number of stoves for military purposes, and firms expect the orders will be placed shortly. The new C.P.R. Hotel at St. Andrews, N.B., is attracting the attention of men in the heating field. The kitchen equipment also gives promise of a nice order. These contracts have not as yet been let. The heating business still continues good, although rural trade here too shows up to good advantage when compared with the city trade.

Ropes and Cordage.

In ropes a very quiet week has passed. The number of sales have been fair, but no change in prices have occurred, and no change is at present expected.

General Lines.

There seems to be a general advance in explosives owing to the increased cost of the raw material. This increase applies to detonators, sporting powder, fuses, safety fuse, etc., etc. This advance is to take immediate effect. In other lines there are very many changes to report. The market, however, in nearly all lines is improving.

TORONTO.

TORONTO, Nov. 19.—The general situation as regards the hardware market is essentially the same as last week; trade generally being steady, with a fair volume of business passing. A brighter feeling prevails throughout the trade on account of the orders for war supplies, which are keeping many factories and mills busy. As a result, large sums of money will come into the country and into circulation. With the basic industry, agriculture showing evidences of prosperity, conditions in the rural districts should be exceptionally good for some time to come. The open weather this fall has been favorable to the farmer, and prices for his products are higher than usual.

The country trade, as already indicated above, is good and a steady volume of business is moving in seasonable lines. The city trade, on the other hand, is only fair, being more or less affected by the industrial depression. The building trade being quiet, there is comparatively little business moving in builders' hardware. Reports from some of the smaller towns in the province, more especially where factories engaged in filling Government orders are located, reveal a more satisfactory state of affairs. In these towns more prosperous conditions exist, and consequently there is little unemployment.

With regard to prices, the market is steady, there being no changes of any importance to note. Furnaces are a good line, and the cooler weather is beginning to brighten up business in heaters. A

MONTREAL QUOTATIONS.

Tin	35c to 37c
Spelter .....	.....6c
Copper .....	.....13¼c
Lead, Domestic, cwt.....	\$4.90
Lead, Imported, cwt.....	\$4.90
Antimony .....	.....18c
Solder, ½ x ½ .....	.....26c
Wiping Solder .....	.....18c to 23c
Aluminum, Ingot .....	.....22c lb.
Aluminum, Pattern .....	.....23c lb.
Wire Nails .....	.....\$2.25 base
Cut Nails .....	.....\$2.50 base
Pure Manila Rope .....	.....14c base
British Manila Rope .....	.....11c base
African Hemp .....	.....11c base
Sisal .....	.....9½c base
Lath Yarn .....	.....8¾c base

TORONTO QUOTATIONS.

Tin	36c lb.
Copper	12½c-13c lb.
Lead	5c lb.
Spelter	5¾c-6c lb.
Antimony	15c lb.
Aluminum Ingot	22c lb.
Aluminum Pattern	23c lb.
Solder, ½ and ½	21c lb.
Wire Solder	26c lb.
Wiping Solder	19c lb.
Tinker's Bar Solder	26c lb.
Wire Nails	\$2.25 base
Cut Nails	\$2.70 base
Poultry Netting	50-10-5%
Pure Manila Rope	14c base
British Manila Rope	11c base
African Hemp Rope	11c base
Sisal Rope	9½c base

nice order for stoves was recently placed with a local house for the military camp at the Exhibition Grounds. Guns and sporting goods are quieter. The deer hunting season has closed, and football will soon be over. The iron and steel trades are quiet, but prices are being maintained. The scrap metal market is dull, with no change in prices. There is no improvement in the pig iron market, and prices are unchanged. The metal markets are quiet, business being of a hand-to-mouth order; prices are firmer, and have an upward tendency in some cases.

Metals.

The situation with regard to the metal markets generally shows little change from last week. Consumers are buying to cover immediate requirements only, and no stocks are being laid up, although prices are comparatively low. The markets for most metals are steady, with quotations at last week's level. Copper is quiet, but the situation has improved. Tin is firm and price unchanged. The New York Metal Exchange opened on November 9th for trading in tin, spelter and lead.

Stoves.

There is quite a good demand for furnaces now, although the slackness in the building trade is having some effect. There is a fair movement in stoves, an unusual feature being the number of wood stoves that are being sold to the country trade.

Wire Nails and Screws.

Prices on these products are unchanged, and business is only fair. Wire nails are quoted at \$2.25 base, and cut nails \$2.75 base.

Rope.

The rope and twine markets are keeping steady, and prices are unchanged.

There has been no change in jute rope or packing, but shipments are expected to come forward more freely now that shipping has been resumed from India.

LONDON.

LONDON, Ont., Nov. 19, 1914.—The recent cold weather has had a beneficial effect on trade and business is keeping up well. Retailers are buying English cutlery freely in anticipation of further advances in price. Winter lines are moving well and there is a good demand for skates, sleighs, bells and other lines. One of the ice rinks opened a few days ago.

Ash sifters, snow shovels, furnace scoops, coal hods, stove pipes, etc., are selling freely. There is also a good demand for alarm clocks.

Wire Nails, Etc.

With the exception of fence staples, no change in wire goods have taken place. Staples have been reduced 5c per keg, and are now quoted:

	Per 100 lb.
Bright, in 100-lb. kegs	\$2.50
Bright, in 25-lb. boxes	2.75
Galvd. in 100-lb. kegs	2.95
Galvd. in 25-lb. boxes	3.10

Wire nails are quoted at \$2.25 base; cut nails at \$2.70 base.

Rope, Twine, Etc.

A new price has been issued on sash cord, which is now being quoted as follows:

No. 6	25½c per lb.
No. 7	24½c per lb.
Nos. 8, 9, 10 12	24c per lb.

Quotations on other lines remain unchanged and are:

Pure Manila	14c per lb.
British Manila	11c per lb.
African hemp	11c per lb.
Cotton	22c per lb.

Paints, Glass, Etc.

Lead, glass and paints remain unchanged in price. The recent advance in glass was featured in last week's report. Putty is still quoted:

	Per 100 lb.
Standard in 100-lb. drums	\$2.75
Standard in 25-lb. drums	2.85
Pure in 100-lb. drums	3.50
Pure in 25-lb. drums	3.60

WINNIPEG.

WINNIPEG, Nov. 19.—The decidedly cold snap has had a great influence on improving trade. It was just what was needed, and coming well before Christmas, is evidently making the task of the retailer much easier. It is a generally accepted view that sleds, skates, hockey sticks, etc., which are not sold before the first

of the year, have a very poor chance of being sold at all. With good sleighing and plenty of ice in mid-November, the hardware dealer should, however, find no difficulty whatever in securing large sales.

Winter Lines Active.

According to several wholesale hardware houses the orders are showing that this movement in winter lines is taking place. Dealers are asking for skates, hockey sticks, children's sleighs, sleigh bells, etc. Orders for curling stones are also commencing to come in.

The cold snap has also brought an increased demand for stoves, which are moving very satisfactorily at present. It is heaters which are particularly wanted, but a few ranges are being ordered. For parts—both in furnace and stoves—the week has brought a brisk demand. The first cold snap always does bring out such a call.

The most interesting feature of the market this week is connected with glass. For one thing, a recent advance in the East, putting glass on a net base of \$5.20, shows the Western price of \$5.25 in a very favorable light. Considering the extra freight rates, it is of course much cheaper than that being bought by the Eastern dealer. This would seem to indicate that the present margin of profit to the Western handler is small, and than an advance may be looked for. There are other reasons also which point more strongly toward the need of an advance—yet from opinions gathered, it would seem that the present quotations are likely to hold until the first of the year. One fortunate thing about the conditions which make higher prices seem likely, is that they have developed after the great majority of dealers have in their stock. While, however, very few hardwaremen will find it necessary to buy for the next two or three months, they will be interested to learn the problems which the glass handlers are facing.

The Diminished Supply.

In the first place, a large American glass warehouse recently burned contained upwards of a million dollars worth of glass. Under ordinary conditions, this would not be a very serious matter, except perhaps to the insurance companies. As affairs stand at present, however, with the Belgium supply cut off, and with the English manufacturers meeting such a large home demand that they find difficulty in supplying the Canadian market—Western handlers have been depending largely upon American glass. American manufacturers, therefore, have been experiencing quite a strain, and this, of course, has been increased by the destruction of a large supply.

WINNIPEG QUOTATIONS.

Solder	25c-26c lb.
Wire Nails	\$2.80 base
Cut Nails	\$3.35 base
Pure Manila Rope—15½c lb. base	
British Manila Rope ..12c lb. base	
Sisal	10½c lb. base
Linseed Oil, Raw	66c gal.
Linseed Oil, Boiled	69c gal.
Poultry Netting	50% off
Turpentine	75c
Galvanized Iron, 28 English	
Apollo:	
Fleur de Lis	\$4.75
Queen's Head	5.10
Corrugated Sheets, 28-gauge	
galvanized	\$3.45
Glass, First Break	\$5.25

How Foot and Mouth Disease Figures,

Strange as it may seem, the foot and mouth disease which has affected American cattle is also having an effect upon the glass supplies of Canada. To prevent the possibility of this infection spreading among Canadian cattle, the Dominion Government has prohibited the shipment of hay, straw, etc., into Canada. Glass has regularly been packed in straw, and now the shippers have to find a new method of packing this glass which will be acceptable to the Canadian authorities. This is delaying shipments. Already five cars have been turned back from the States because of the straw in which the glass is packed. A local firm which has had two cars on order for some little time, is unable to get these. The American manufacturers are now talking of packing the glass in excelsior. This step has not yet been taken.

Because of all these things local supplies are rather low. No large ordering, however, is expected until February, and by that time all stocks should be in good shape. Dealers may, however, be fairly sure that they will have to pay a somewhat higher price for glass in the spring. There is ample reason for a considerably higher price than is now being asked on this market.

Collections are reported as fair only. In this connection the statement of one prominent grain man is important. He says that not only are the farmers slow in marketing their wheat, but that also 60 per cent. of the grain which has been sent through to the head of the lakes is being held, by order of the farmers, for higher prices. The possibility of a scarcity in ships making it difficult to export the wheat, and therefore breaking the demand, should, however, result in more of this wheat being actually sold, and considerably more money would in this way be put in circulation in the West.

With reference to this question of

marketing the crop, another point brought out by this grain man in interesting. He states that for the first time Canada is finding a good market in Italy. This, of course, is because the Italians have in the past got the majority of their wheat from Russia, and this supply is now cut off by reason of the Dardanelles being closed.

**TRAVELERS' NOMINATIONS.**

Montreal, Nov. 19—(Special). — At the annual meeting of the Dominion Commercial Travelers' Association held in Montreal on Saturday, the following nominations of officers for election at the annual meeting on Dec. 8 were made: John E. Wright, first vice-president, being the only nominee for president, was elected by acclamation to that office, succeeding George A. Mann. Max Murdoch was re-elected treasurer in the same manner, the nominations of other officers being as follows: First vice-president, J. A. Bernier and W. J. Irving; second vice-president, M. W. Hackett and Captain George Van Felson, of Quebec; directors, J. R. Bisaillon, L. L. Paul Bernard, W. Drysdale, W. J. Joyce, J. A. Leddy, Arthur A. Markus and Geo. W. Prescott, of Toronto, five to be elected.

It was decided to forego the annual dinner this year, the suggestion being made that members should pay over the price of the ticket to the Patriotic Fund.

HOW TO GREET THE CUSTOMER.

Salesmanship used to be called "the art of selling a man something he doesn't need," but this is an absolute fallacy. A salesman may succeed in selling a customer something he doesn't need, but you may be sure that he will not repeat the operation. True salesmanship consists in creating a desire for goods. The ideal salesman will convince a man that the purchase of certain goods will result in benefit. The ideal salesman leaves no bad taste in the mouth of a patron. The best salesmanship motto is this: "First befriend your customer, then sell to him."

A great salesman has said: "Convince a man that you are his friend, and he will buy a white elephant from you." Friendship is a great asset in salesmanship. Every store should be a "Courtesy Shop," as this is absolutely necessary for perfect mercantile success.

A good salesman must know the goods, must know the trade, and must possess energy and vim, but unless he continually practises the plan of putting himself in the customer's place, he will fail to make a lasting success.

Knowledge is the basis of all salesmanship. Gall aggressiveness and diplomacy may catch and hold the prospect, but real knowledge closes the order. A sterling selling talk is fruitless when combined with inability to account for the price of an item. Why waste time

(Continued on page 56.)

Why I Should Be Loyal to My Own Community

Because my interests are here.

Because the community that is good enough for me to live in is good enough for me to buy in.

Because I believe in transacting business with my friends.

Because I want to see the goods I am buying.

Because I want to get what I buy when I pay for it.

Because my home merchant will take care of me when I run short of cash.

Because some part of every dollar I spend at home stays at home and helps work for the welfare of the town and the country.

Because the home merchant I buy from stands back of his goods, thus always giving value received.

Because the merchant I buy from pays his share of the county and town taxes.

Because the merchant I buy from helps support our poor and needy, our schools, our churches, our lodges and homes.

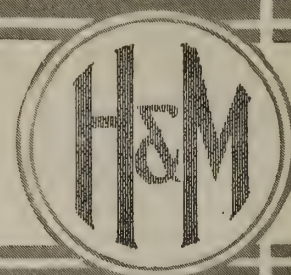
Because if ill luck, misfortune or bereavement comes the merchant I buy from is here with his kindly expression of greeting, his words of cheer, and, if needed, his pocketbook.

Let us make this town a good place in which to work and live. It's easy and certain if everyone will do his share.

The dollar sent away seldom returns, while the money spent at home is apt to leave a scraping at your door.



Paint Department



How Paint Protects Farm Machinery

Startling Figures Supplied by Commission of Conservation—A Comparison.

A SPECIAL bulletin dealing with the "Care and Abuse of Farm Machinery," was recently issued by the Commission of Conservation and gives some startling information regarding the abuse to which farm machinery is subjected. In one instance a comparison is made to show how one farmer who housed and painted his farm machinery was able to dispose of the implements after harvesting 12 crops at 50 per cent. of the original cost.

A neighboring farmer who did no housing or painting but who left his binder outdoors without protection had to relegate it to the scrap heap after three years' use.

The information supplied in the following extracts from the bulletin should impress upon hardwaremen the possibilities for the sale of implement and carriage paint, a line which in many stores is not pushed to any great extent. Some hardwaremen are just as negligent in pushing the sale of implement paint as some of the farmers are in neglecting to protect their farm machinery. The special bulletin says in part:

"Recent investigations by the Conservation Commission reveal some very interesting facts regarding the effect of care, or neglect, as the case may be, upon the life of machinery on the farm. Between 90 and 95 farms, divided into three districts, were visited in each of the Provinces of Manitoba, Saskatchewan and Alberta.

"In Saskatchewan, out of 94 farmers visited by the commission's representatives, 76 leave all of their implements out of doors. On 73 of the farms, there were no implement sheds of any description. On 21 of the farms, sheds large enough to cover a part of the implements were found, in most cases this being only a hovel or a democrat, but not on one single farm was the machinery all housed. Not one farmer was found who painted his implements to protect them from the weather.

"In Manitoba only 14 out of 94 keep their machinery under cover during

winter, while 44 claim to keep a part of it inside. On 34 of the Manitoba farms no provision whatever is made for protecting implements, and only four claim to have done any painting.

"In the three districts visited in Alberta, mixed farming is carried on quite extensively, making more barn room available, so that implements are more likely to be protected, but even here, 37 out of the 92 visited leave all machinery out of doors.

"In one district in Ontario where 40 farmers were visited, every man housed his implements during winter, although none of these men do any painting.

"In Saskatchewan and Manitoba, where so much of the machinery is left out of doors, the average life of the binder is given by the farmers as about seven years, which is less than half that of the binder protected from the weather. Many binders do not last as long as seven years.

"One farmer near Moosomin, Sask., who after 12 years, was retiring from the farm, held an auction sale. His binder after cutting 12 crops sold for \$80, or 50 per cent. of the original cost, and his other machinery at proportionately high prices. It had all been well housed and the necessary painting and repairing had been done to keep it in good order. On a neighboring farm a binder which had cut only three crops, but which had been neglected and had stood out of doors, was being relegated to the scrap heap and a new one was being purchased.

An implement shed costs money, but if its use will double or treble the length of time the machinery will last, it is a good investment. Farmers often say that they can not afford to build a shed. The truth is, they really cannot afford to be without one. Apart from the additional power necessary for operation, the depreciation on unhoused machinery on the average sized farm is so great as to amount to much more than the cost and upkeep of an implement shed. The binder works for only a short time dur-

ing the year, while machinery in a shop works the whole year through and lasts proportionately many times longer. It is simply a matter of care. The life of a machine extends in direct ratio to the care it receives, and abuse and neglect will shorten the life of any mechanism. The manufacturer is not responsible for the care of the machinery after it is sold. This rests entirely with the farmer, and as a common-sense business proposition he should look after his own interests sufficiently to house and paint his implements and thus save the thousands of dollars wasted annually in unnecessary depreciation."



HOW TO GREET THE CUSTOMER.

(Continued from page 55.)

in working up the interest of a patron if you must finish with the acknowledgment that you cannot answer so simple a question as "But why does this one cost more than that?" If customers see that you do not know the goods you attempt to sell, they will credit you with as little knowledge in every other department of your work.

Retail selling is as much a profession as medicine or law, and there is no reason why it should not demand as thorough a preparation. Six, seven, eight years are spent by a prospective doctor before he is ready to begin, and even then he takes up his tools with hesitation.



Some people give according to their means and some according to their meanness.

* * *

An honest man seldom blows his own horn—probably because he is too poor to own one.

* * *

Some men are born great; some achieve greatness, and some manage to put up a successful bluff.

* * *

The more the dealer places definite responsibility on each of his clerks the better will his business be operated—too many cooks you know spoil the broth.

MARTIN-SENOUR PAINTS AND VARNISHES

MADE IN CANADA

AS OTHERS SEE US

Being the fourth of a series of letters from Dealer Agents testifying to the gratifying service and satisfaction they derive from the sale of Martin-Senour Paints and Varnishes.

COPY OF LETTER.

Messrs. Martin-Senour Co.,
Montreal, Que.

Sherbrooke, Que., August 31, 1914.

Dear Sirs:—

As the Paint season is nearly over for this year, we take the opportunity to thank you for the great help you have given us in making a success of same in the sale of 100% pure Paint and Varnishes, by way of your Advertising and by direct help from your able Salesmen.

In regard to the Paint itself, we beg to state that its standard has been maintained all along, and that not a single complaint has reached us from any of our numerous customers who have used same extensively for all kinds of work.

We have pleasure in giving you this testimonial and believe that MARTIN-SENOUR Paint is the best on the market.

LA CIE CODERE & FILS, Inc.



The **MARTIN-SENOUR** *Co.*
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
CHICAGO MONTREAL WINNIPEG
HALIFAX • LINCOLN • TORONTO



Wear Tells the Tale—

No matter where a varnish is applied it's the wear it withstands that tells the tale of honest worth and quality. Any varnish may look good for a time—the question is, will it "stand up" under constant use and give results that are entirely satisfactory to your customers?

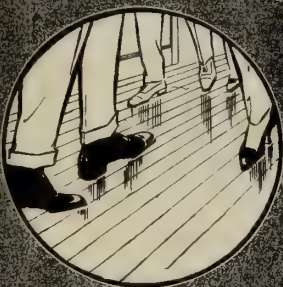
Liquid Granite

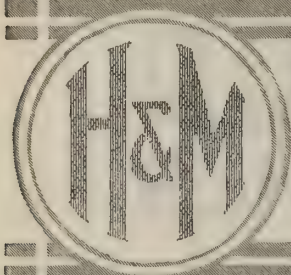
Berry Brothers' marvelously durable floor varnish gives wood a tough elastic coat that will not crack, mar, nor wear white. Nor will frequent scrubbing with soap and hot water turn it white.

And like all Berry Brothers' products Liquid Granite is of the highest quality—a quality that is the result of over 56 years' varnish manufacturing experience.

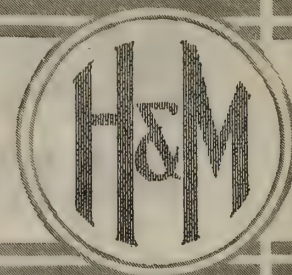
Let us tell you how a Berry Brothers dealership will increase the earning capacity of your stock.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Walkerville, Ont.





Weekly Paint Markets



MONTREAL.

MONTREAL, Nov. 18, 1914.—The paint market has been very quiet during the last week, very little activity in any lines having been evidenced. A few final shipments by boat are being made and this constitutes the bulk of the trade moving. There are, however, considerable lines of indoor paints and decorating materials which are moving a little but the trade is quiet, generally speaking. The paint manufacturers are fortunately situated, because the removal of the source of supply of pigments has in no way affected them. The declaration of war found all the large manufacturers with a large supply of materials on hand. The linseed oil and turpentine markets have settled down somewhat from their unsettled state and the situation is very quiet.

Linseed Oil.

The linseed oil situation is a peculiar one at present. There is no doubt that there is an abundant supply of oil in the country on account of the export trade having fallen off. However, the oil has a certain intrinsic value and many dealers will not sell at some of the low figures quoted. Of course, the price depends wholly on the European situation. Should Europe require any considerable amount of oil the price will undoubtedly jump up. Those offering oil for sale quote the following prices: Raw 52c and boiled 55c per Imp. gallon.

Gasoline and Benzine.

No changes in prices in gasoline and benzine are reported this week. The demand, however, for these commodities is quite up to normal, especially gasoline. The prevailing prices of gasoline are

In drums, ex warehouse Montreal, 15½c per Imp. gallon.

From tank wagon, city delivery, less than 100 gallons, 15c.

In 100-gallon lots and over, 14c.

Turpentine.

Quietness has been the outstanding feature in the turpentine market. The price has weakened a little in consequence. The present quotations are:

	Per Imp. gallon
¼ bbl. lots	66c
1 bbl. lots	63½c
2 to 4 bbl. lots	62½c
5 to 10 bbl. lots	61½c

Glass and Putty.

The inevitable strengthening of the price of glass has from time to time been evidenced. Only last week a general increase came into effect and we can expect no immediate improvement. American glass will continue to supply the Canadian demand until the factories of Europe get going again. Meanwhile, during the period in which we use the American product, the price will continue to be high. With regard to putty, there is a fair volume of business passing and prices have not changed.

TORONTO.

TORONTO, Nov. 19.—There is a quieter trend in the paint trade this week, as is generally the case at this time of the year. The arrival of colder weather has lessened the demand for paint for exterior work, but paint for interior work is moving fairly well. The building trade continues quiet. This is emphasized in the decline in the value of building permits for October, which are approximately 75 per cent. less than for the corresponding month last year. The impending re-opening of the Massey-Harris plant is welcomed, as this company uses a considerable amount of paint. This same concern has already reopened their Brantford plant, and the Canadian Furniture Manufacturers have also started operations at a number of their factories in this province.

There has been no change in prices of mixed paints or leads. Linseed oil is stronger, having advanced 2c; the market, however, is quiet. Turpentine has also advanced 1c, but the demand is light. Glass is steady at the new quotations; business, however, is quiet. Putty and white lead are unchanged.

Linseed Oil.

Flax-seed has gone up in Winnipeg, and for this reason oil has advanced 2c. Business is quiet. The following prices are in effect in Toronto:

	Raw.	Boiled.
Single bbls.	56	59
3 to 5 bbls.	55	58
6 to 9 bbls.	54	57

Turpentine.

The turpentine market is stronger, and the price has advanced 1c. Although the

production this year was about 20 per cent. less than last year, the demand has been such that stocks are about normal for the time of year, and there is no shortage. The market is quiet. The following prices are being quoted in Toronto:—Single barrels, 66c; 2 to 4 bbls., 65c per Imperial gallon.

Glass.

The glass situation is not particularly satisfactory. The stagnation in the building trade has seriously affected the trade, the demand for glass having fallen off considerably. Shipments are coming forward slowly, and stocks are getting low. If the demand were normal, the situation would be serious, but under present conditions little inconvenience is being experienced. The new list was published in last week's issue of Hardware and Metal.

Putty.

There is a fair demand for putty, and there is no change in prices. The following prices are for standard putty in less than ton lots:

	Per 100 lbs.
Bulk bbls., 800 lbs.	\$2.40
Bulk drums, 100 lbs.	2.60
Bulk drums, 50 lbs.	2.65
Bulk drums, 25 lbs.	2.70
Bulk drums, 12½ lbs.	2.95
Cased tins, 25 lbs.	2.90
Cased tins, 12½ lbs.	3.10
Bladders, bbl., 400 lbs.	2.90
Bladders, cases, 100 lbs.	3.00
Pure putty, 60c per cwt. advance.	



NEW HARDWARE GOODS.

(Continued from page 52.)

steel, and the ratio is 3½ to 1; diameter of large gear is 4 inches. The thrust bearing is upon a hardened steel washer. Chuck is of the Barber improved type, with alligator jaws made from forged bit-jaw steel, holding bit stock and many sizes of round shanks. At a slightly extra cost, octagon shells are supplied in the place of the regular Barber shells, and extra jaws for small sizes of round shanks are also supplied at small cost. The drill weighs 4 pounds and is 15 inches in length. One drill is packed in a pasteboard box.

The National Slogan

(with additions)

"Made in Canada"

Very Good

But—"Made-in-Canada"; "By Canadians"; "By a Canadian Firm always identified with Canadian Progress" is going two or three better, and making a product originated in the Old Country is even better still.

The lineage of Brandram's B.B. Genuine White Lead is without a "Bar on the Escutcheon." All Canadians who live and buy and sell in line with the National Slogan must admit that this White Lead makes a very strong claim nationally.

But better than any Slogan is the quality of this Lead.

Nowhere in any country can you get a White Lead equal to

BRANDRAM'S B.B. Genuine White Lead

Corroded in Canada by the original Brandram Secret Process.

BRANDRAM-HENDERSON

LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

A

ALUMINUM.

Ingot, 99% pure, lb. 22c
Pattern, lb. 23c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 50, 22 short smokeless, 55 and 5; 22 long rifle, black and smokeless, 40 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Center Fire Pistol Cartridges, 20 and 2½; Center Fire Sporting and Military Cartridges, 10%; Primers, 10 and 2½; Brass Shot Shells 45 and 12½; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, and Nitro Club Remington, and "Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 per cent.; "Regal" Dense Smokeless Powder, 30 and 10 p.c. "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot standard, 100 lbs., \$15, 45 p.c.; cash discount, 2 p.c. 30 days; net extras, as follows: subject to cash discount only; Chilled, 40c; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London St. John and Halifax freight equalized.

ANTIMONY.

Cookson's or Hallett's 18 00 15 00

ANVILS.

Buckworth per lb. 0 10½

AUGERS.

Ford's auger bits 30 and 10 p.c. Irwin's auger, 45 p.c. Gilmour's auger 70 p.c. Rockford's auger 50 and 10 p.c. Gilmour's car 47½ p.c. Clark's expansive 40 p.c.

AXES.

Daisy doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black Diamond, doz. 9 00
Samson single bit, doz. 9 00
Samson single bit, handled, doz. 12 50
Samson double bit, doz. 12 50
Samson flooring axes No. 2, doz. 9 00
Single bit, doz. 6 75 9 50
Double bit 10 50 12 00
Hunters' Axes 5 00 6 00
"Boys" Axes 5 75 6 50
Bench Axes, Samson.
No. 3, doz., net 9 00
No. 3, doz., net 9 30
No. 4, doz., net 10 25
No. 5, doz., net 11 50
No. 6, doz., net 12 00

B

BABBITT.

Canada Metal Co., Ltd.—Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6c to 60c lb.

Thomas Robertson & Co., Ltd.—No. 1, 27c; No. 2, 18c; No. 3, 14c.

Tallman Brass & Metal Co.—Arcite Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, 2 and 3.

Alonzo W. Spooner, Ltd.—Spooner's Copperline, Tough, Hard, Finest, No. 1 and 2, Nicoluminam grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6c to 60c lb.

BELTING (Leather).

Extra, 50 and 10 per cent. Standard, 60 per cent. Lace leather, per side, \$1; cut laces, No. 1, \$1.25.

BENZINE. Montreal Toronto
Single bbls., gal. 0 20 0 18
3 bbls. 0 17½

BOLTS AND NUTS.

Carriage Bolts (\$1), list, ¾ in. dia. and smaller, 65 and 10 p.c. Carriage Bolts (\$1) list, 7-16 in., 52½ and 12½ p.c.
Machine Bolts, ¾ in. dia. and smaller, 70 and 5 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 and 5 p.c.
Sleigh Shoe Bolts, ¾ in. dia. and smaller 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 and 5 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 and 5 p.c.
Plov Bolts, 55, 10 and 5 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts (\$3) list, 50 and 10 p.c.
Step Bolts, large head (\$3) list, 50 and 5 per cent.
Washer Bolts, 50 and 5 p.c.
Nuts, Square, 4½c off list.
Hexagon, 4¾c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80 and 7½ p.c.
Fire Bolts, 75 p.c.

BRASS. Per lb.
Springs, sheets, up to 20 gauge 0 25
Rods, base ½ to 1 in. round 0 22
Tubing, seamless base 0 24
Tubing, iron pipe size, 1 in. base 0 24
Copper tubing, 4c extra.

BUTTS.

Plated, bower barff and nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 and 5 per cent.
Crescent brands, 70 p.c.

BARBS (Clothes).

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range).

30-gallon. Standard, \$4.50; extra heavy, \$7.

BOARDS, BAKE. Per doz.

No. 0, ¾ inch rim, 16x22.... 4 25
No. 1, ¾ inch rim, 18x24.... 4 75
No. 2, ¾ inch rim, 18x28.... 5 25
No. 3, ¾ inch rim, 20x30.... 5 30
No. 0, ¾ inch rim, 16x22.... 4 60
No. 1, ¾ inch rim, 18x24.... 5 30
No. 2, ¾ inch rim, 18x28.... 5 60
No. 3, ¾ inch rim, 20x30.... 6 30

BOARDS (Ironing).

Size 12x60 ins., doz. 7 20
Size, 14x60 ins., doz. 8 40
Folding, 14x60 ins., doz. 16 50

BOARDS (Sleeve).

Rasswood, stationary, doz. 1 50
Folding, per doz. 3 50
Folding, without sleeve .. 19 00

BOARDS (Wash).

Per doz.

Irony 1 20
Crown 2 05
Dandy 2 25
Improved Globe 2 35
Standard Globe 2 45
Neptune 2 45
Original Globe 2 75
Newmarket King 2 75
Jubilee 2 75
Victor (Glass) 3 50
Diamond King (Glass).... 3 75
Western King (Enamel)... 3 50
Beaver (Brass) 3 50

BRUSHES.

Weighted, 15 lb., per doz. 14 70
Weighted, 20 lb., per doz. 19 90

C

CANS.

Milk cans and pails, 25 and 5%. Creamery cans, 25 and 5%. Railway cans, 40 and 2½%.
Hand, delivery and creamery cans, 35 p.c.
Cream cans, 35 p.c. with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Milk can trimmings, 12½ per cent.

Common, cork-lined, 35 per cent. Cans, jacketed.

1 gal. jacketed, per doz... 2 70
2 gal. jacketed, per doz... 3 60
3 gal. jacketed, per doz... 4 20
5 gal. jacketed, per doz... 4 80
10 gal. jacketed, per doz... 8 40

CEMENT AND FIREBRICK.

Less than carload lots ... 1 85
Portland, per bbl., carload lots, f.o.b. Toronto ... 1 55
White Bros. English. 2 00 2 05
"Laforge" cement, in wood 3 46
Fire brick, Scotch, per 1,000 23 00 28 00
Fire Brick, English. 17 00 21 00
Fire Brick, Am., low. 23 00 25 00
Fire brick, Am., high. 27 50 31 00
Fire clay (Scotch), net ton 6 50
Fire clay, Am., net ton 5 00 10 00

CEMENT (FURNACE).

1½ lb. tins, per doz. 1 00
6 lb. tins, per doz., lb. 0 05
25 lb. tins, per doz., lb. 0 04

CEMENT, ROOFING. Per gal.

Roofing cement (in bbls)... 0 17
Cement (in 5 and 10 gal.)... 0 19
Cement (in 2 gals.) 0 25
Cement (in 1 gal.) 0 30

CHALK.

Carpenters, colored, per gross 0 65 0 80
Carpenters lead pencils, per gross 2 40 6 75
Crayons, per gross... 0 20

CHISELS.

Cold chisels, 5x6 in., doz.... 2 20
Bevel edge, 1 inch, doz.... 2 50

CHAIN.

Proof coll., per 100 lbs., ¼, \$7.25; 5-16, \$5.10; ¾, \$4.35; 7-16, \$4.05; ½, \$3.80; 9-16, \$3.80; 5, \$3.65; ¾, \$3.60; ¾, \$3.40; 1, \$3.20.

Electric Weld Coll Chain—BB, 3-16 in., \$9 per 100 lbs.; ¼ in., \$6.25 per 100 lbs.; 5-16 in., \$4.65 per 100 lbs.; ¾ in., \$4 per 100 lbs.; 7-16 in., \$4 per 100 lbs.; ½ in., \$4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., \$11.50 per 100 lbs.

CHURNS.

No. 0, \$9, No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, London and St. Mary's, 40 and 10 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 p.c.

CLEANERS (VACUUM).

Eureka Electric, each\$35 00
Cadillac Vac. Sweeper ... 5 50
Cadillac Combin'n Cleaner. 6 50
Cadillac Electric, Model C. 18 00
Cadillac Electric, Model D. 20 00

COMPOUND.

Soclean Sweeping. Per case.
4½ lb. size, 2 doz. in case.. 4 50
8 lb. size, 2 doz. in case... 7 20
17 lb. size, 1 doz. in case... 6 75

COPPER.

Montreal Toronto

Casting ingot\$13 25 \$13 00
Bars, ½ to 2 in. ... 23 00 27 50
Plain sheets, 14 oz., 14x28 in., 14x60 in. 21 00 29 50
Copper sheet, tinned, 14x60, 14 oz. 23 50 30 50
Copper sheet, planished, 14x60, base. 29 00 37 50
Braziers' in sheets, 6 x 4 base 24 00 29 50

CORD (SASH).

No. 5, Special 0 50
No. 6, lb. 0 27½
No. 7, lb. 0 26½
No. 8, No. 9, No. 10, No. 12 0 26

CRATES.

Humpty-Dumpty, egg, doz.. 3 75
Ideal egg boxes, with filler, 12 doz. size, per doz. 3 50

CANADA PLATES.

Ordinary, 52 sheets .. 2 75 3 00
All bright, 52 sheets. 3 85 4 00

Galvanized.

Apollo D. Crown Gorbals
18x24x52 .. 4 45 4 45 4 60
60 .. 4 70 4 70 4 85
20x28x30 .. 8 90 8 90 9 20
20x28x80 .. 9 40 9 40 9 70

M.L.S. and Famous— Per box

I C, 14x20 base \$7 00
I X, 14x20 base 6 00
I X X, 14x20 base 7 00
I X X X, 14x20 base ... 9 30

CHARCOAL TIN PLATES.

Raven and Murex Grades—
I C, 14x20 base 5 00
I X, 14x20 base 6 00
I X X, 14x20 base 7 00
I X X X, 14x20 base ... 9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base 4 65
I X, 14x20 base 5 65
I X X, 14x20 base 6 65

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets 7 40
I X, Terne Tin 9 40

COKE BRIGHT.

Bessemer Steel—
I C, 14x20 base 4 50
20x2S, double box 9 00

CLEVICES.

7½c per lb.

CLOCKS, ALARM.

Good Morning, ea. 0 80
Look Out 0 92
Big Ben 2 00
Baby Ben 2 00

CROWBARS.

4½c per lb.

D

DRILLS.

Bit Stock Drills, 60 and 5 p.c. Wood Drills, 35 p.c. Straight Shank Drills, 50 and 10 per cent.

After the War?

No—Right Now!!

is the time to keep hustling and, above all, optimistic. If you imagine your business is slow, take the time to devise new methods of stimulating it.

Jamieson's Pure Prepared Paints

are good stimulants for an unsatisfactory paint trade, because of the "consumer satisfaction" contained in every can.

ALWAYS READY TO TALK OVER AN AGENCY PROPOSITION.

R. C. JAMIESON & COMPANY, LIMITED

Established 1858

Montreal

Vancouver

Owning and operating P. D. Dods & Co., Limited

THE CANADA METAL CO., Limited

FRASER AVENUE, TORONTO, MANUFACTURE

BULLETS

SHEET LEAD

BABBITT METALS
IMPERIAL GENUINE
HARRIS HEAVY PRESSURE

BATTERY ZINCS
FUSE WIRE
IMPERIAL SOLDERING PASTE

BRASS FERRULES
SOLDERING NIPPLES

LEAD WASTE PIPE
COIL PIPE
TRAPS AND BENDS

BAR SOLDER
WIPING SOLDER
WIRE SOLDER

WE DO TINNING

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., \$14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.
 1 C, 14 x 20 base ... 7 00 7 00
 1 X, 14 x 20 base ... 8 25 8 25
 1 X X, 14 x 20 base ... 9 50 9 50

DUCK.

Yarmouth Double Standard
 29 in. Single.
 7 oz. ... 0 17½ 6 oz. ... 0 12½
 8 oz. ... 0 19½ 7 oz. ... 0 14
 10 oz. ... 0 24½ 8 oz. ... 0 15½
 12 oz. ... 0 29½ 9 oz. ... 0 17½
 10 oz. ... 0 19½
 12 oz. ... 0 23½
 15 oz. ... 0 32

Emery wheels, 67½% discount.

F

FILES AND RASPS. Per cent.
 Disston's ... 75
 Great Western American ... 75
 Kearney and Foot, Arcade ... 75
 J. Barton Smith Eagle ... 75
 McClellan Globe ... 75
 Black Diamond ... 66 2-3
 Delta Files ... 65
 Nicholson ... 66½
 Jowett's (English list) ... 27½
 Spear & Jackson (Eng. list) ... 35
 Globe ... 75
 Hellers ... 70

FITTINGS (IRON PIPE).

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable flanged unions, 65; plugs, 60 and 10 per cent.

FIXTURES, STALL.

Hollow ... 0 81
 Solid ... 1 35

G**GALVANIZED WARE.**

Dufferin pattern pails, 50 p.c.
 English pattern, 50 per cent.
 Galvanized washtubs, 50 p.c.

GASOLINE Montreal Toronto
 Single bbls., per bbl. 18½ 18½
 Three bbls. and over ... 0 18

GRINDSTONES. Per 100 lbs.
 Over 40 lbs. and 2 in. thick 1 25
 Smaller sizes extra.

H**HALTERS (SNAP AND RING).**

Jute Rope, ¾-in., per gross 8 00
 Jute Rope, ½-in., per gross 10 50
 Jute Rope, ¾-in., per gross 13 50
 Leather, 1-in., per doz. ... 4 00
 Leather, 1½-in., per doz. ... 5 20
 Web ... 2 45

HALTERS (SISAL).

¾-in., \$9.00; 7-16 in., \$10.20; ½-in., \$11.40; 9-16 in., \$13.20; 5/8-in., \$15.00.

HAMMERS, SLEDGE.

Can., 5 lbs. and over ... 0 06
 Masons, 5lbs. and over ... 0 06
 Napping, up to 2 lbs. ... 0 09

HANDLES (WOOD).

Axe, No. 3 culls, doz. ... 0 60
 Axe, No. 1 hickory, doz. ... 2 04
 Axe, 2nd growth, doz. ... 3 00
 Second growth ash, fork and shovel handles, 35 per cent.
 Extra ash fork, hoe, rake and shovel handles, 35 per cent.
 No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
 Team whiffletrees and neck-yokes, 30 per cent.
 White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.
 All other ash goods, 40 p.c.
 Railroad and navy pick, 25% per cent.
 All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
 Hickory cant hook handles, 30 per cent.
 Doubletrees, 35 per cent.
 Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox, No. 021
 B.D. Trolley, doz. pr. ... \$7 50
 R.W. No. 117 P.D. Hanger, full set ... 2 75
 R.W. No. 321, per doz. pr. 14 40
 Stearns wood track. Special.
 Zenith ... 9 00
 Atlas, steel covered. \$5 25 6 60
 Perfect, No. 1 ... 8 50
 Perfect, No. 1½ ... 9 50
 Perfect, No. 2 ... 10 00
 New Milo, flexible ... 6 00
 Double strap hangers, doz. sets ... 6 50
 Standard, jointed hangers, doz sets ... 6 45
 Steel King hangers, doz. sets ... 6 40
 Storm King and safety hangers ... 5 75
 Storm King rail ... 4 25
 Crown ... 4 85
 Crescent ... 7 25
 Sovereign ... 6 50
 Chicago Friction. Oscillating and Big Twin Hangers, 5 p.c.
 Steel track, 1 x 3-16 in. (100 ft.) ... \$3 25
 Steel track, 1¼ in. ... 4 75

HATCHETS. Samson Samson
 Per doz. Shingle Claw
 No. 1 ... 13 13 15 10
 No. 2 ... 14 20 15 70

HIDES.

Trimmed hides, green 0 12 0 13
 Trimmed, green and partly cured ... 0 12 0 13½
 Usual 2 lbs. tare.
 Horsehide, with mane and tail, up to ... 3 75
 Sheep skins, up to ... 1 50
 Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

4 in., doz. prs. ... \$1 03 \$0 87
 5 in., doz. prs. ... 1 25 1 00
 6 in., doz. prs. ... 1 35 1 03
 8 in., doz. prs. ... 1 84 1 38
 10 in., doz. prs. ... 3 24 2 27
 12 in., doz. prs. ... 4 03 3 73
 14 in., doz. prs. ... 4 59 4 00
 Heavy tee and strap discount, 40-10 per cent.
 Light tee and strap discount, 70 per cent.
 Screw hook and strap hinge—
 Under 12 in., per 100 lbs. ... 5 00
 Over 12 in., per 100 lbs. ... 4 25
 Extra hooks for above, ½ in., per lb. ... 5½
 Extra hooks for above, ¾ in., per lb. ... 5½
 Crate hinges and back flaps. 65 and 5 per cent.
 Chest hinges and hinge hasps. 7 per cent.

HINGES (SPRING).

Spring, per gross — No. 5, 0; No. 10, \$19.50; No. 20, \$8.50; No. 50, \$24; No. 51, \$9.60; No. 120, \$17.40; offset No. 192, \$16.80.

Chicago hold back screen door iron, gross, \$12.
 Chicago spring hinges, 15 p.c.
 Triplex spring hinges, 40 p.c.
 Chicago surface door (6,000), 45 per cent.
 Garden City fire house hinges. 12½ per cent.
 "Chief" floor hinge, 50 p.c.

HOES. Grub, 3½-lb., \$4 doz.

HOOKS, GRASS. English Canadian Fox
 No. 2, per doz. ... 1 60 2 50
 No. 3, per doz. ... 1 70 2 90
 No. 4, per doz. ... 1 80 3 25

HOOKS, CORN.

Eureka, doz. ... 1 80
 Cyclone, doz. ... 2 40
 Hoes, corn, doz. ... 4 50

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow pattern, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, \$4.35; No. 1 and smaller, \$4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, \$5.75; special countersunk steel, all sizes, 0-4, \$6.25; toe weight steel shoes, all sizes, No. 1 to 4, \$6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25; "Sharp"; No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition ... 70 10 p.c.
 Corrugated, 1½ in., ft. ... 0 13½
 Corrugated, ¾ in., ft. ... 0 17
 Cable, 70 per cent.
 Leader, 60 and 10 per cent.

I**IRON AND STEEL.**

Montreal Toronto
 Angles ... base 2 50 2 50
 Common bar, per 100 lbs. ... 2 05 2 00
 Forged iron, per 100 lbs. ... 2 30 2 35
 Refined iron, per 100 lbs. ... 2 40 2 40
 Horseshoe iron, per 100 lbs. ... 2 40 2 40
 Mild steel ... 2 25 2 00
 Sleigh shoe steel ... 2 25 2 25
 Domestic ... 2 30 2 00
 Reeled machinery steel ... 2 75 3 00
 Tire steel ... 2 35 2 20
 Sheet cast steel ... 0 15 0 15
 Toe calk steel ... 3 10 3 15
 Mining cast steel ... 0 07½ 0 07½
 High speed ... 0 65 0 65
 Cammell Laird ... 0 15
 Black Diamond tool steel ... 0 08½ 0 08½
 Silver tool steel ... 0 13½ 0 13½
 Cold Rolled Shafting.
 9-16 to 11-16 inch ... 0 06
 ¾ to 1 7-16 in. ... 0 05½
 1 7-16 to 3 inch ... 0 65
 Montreal 40%, Toronto 40%.

IRON, TINNED.

72x30 up to 24 gauge, case lots ... \$ 9 50
 Less than case, 25c per 100 lbs.
 72x30 up to 26 gauge, case lots ... 10 00 extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set ... 0 78
 Mrs. Potts, No. 50, nickel-plated, per set ... 0 85
 Mrs. Potts, handles, japan- ned, per gross ... 9 00
 Sad irons, common, plain ... 5 00
 Sad irons, common, plated ... 5 50
 Asbestos, No. 70, per set ... 1 50
 Asbestos, No. 90, per set ... 1 20
 Princess Electric, each ... 3 00
 Ideal Electric, each ... 2 85
 Gasoline Sad Iron, each ... 3 50
 Ideal Gasoline, each ... 3 25

LADDERS, ETC.

(Step Ladders).
 Shelf-lock ... 12c ft.
 Ontario ... 16c ft.
 Faultless ... 20c ft.
 Extra Heavy ... 28c ft.
 Hercules ... 28c ft.
 Decorator ... 18c and 20c ft.
 Perfect ... 22c ft.
 Chair Ladders, each ... \$2 00

(Roped Extension).

20 ft. ... \$3 00 42 ft. ... \$ 7 95
 22 ft. ... 3 30 44 ft. ... 8 36
 24 ft. ... 3 60 46 ft. ... 8 74
 26 ft. ... 3 90 48 ft. ... 9 12
 28 ft. ... 4 20 50 ft. ... 9 50
 30 ft. ... 4 50 52 ft. ... 11 44
 32 ft. ... 4 80 54 ft. ... 11 82
 34 ft. ... 5 78 56 ft. ... 12 42
 36 ft. ... 6 12 58 ft. ... 12 76
 38 ft. ... 6 46 60 ft. ... 13 26
 40 ft. ... 6 80

(Common Extension).

20 ft. each ... \$2 60
 22 " ... 2 86
 24 " ... 3 12
 26 " ... 3 38
 28 " ... 3 64
 30 " ... 3 90
 32 " ... 4 16
 34 " ... 5 10
 36 " ... 5 40
 38 " ... 5 70
 40 " ... 6 00
 44 " ... 7 48

LANTERNS. Per doz.

(Common Single.)
 Fruit picking ladders, long nose, same price as common
 22 ft., each ... 2 04
 16 ft., each ... 1 76
 14 ft., each ... 1 54
 12 ft., each ... 1 20
 single ladders; short nose, 1c per
 18 ft., each ... 1 96
 20 ft., each ... 2 40
 foot additional.
 8 ft., each ... \$0 80
 Banner Buggy ... 10 75
 Banner Junior ... 11 75
 Trullite ... 7 00
 Wrightlights ... 7 00
 Beacon ... 7 00
 No. 2, or 4, plain cold blast ... 7 00
 Short globe, pattern ... 7 00
 Cold blast, japanned ... 7 00
 Brass, well japanned ... 9 25
 All brass ... 24 00
 Little Bobs A.C., doz. ... 1 90

LANTERN GLOBES.

Cold blast, short ruby ... 1 70
 Cold blast, common ruby ... 1 60
 Cold blast, short ... 0 75
 Cold blast ... 0 50
 Prism globes ... 1 20

LATCHES (YALE, NIGHT).

No. 26, per doz. ... \$ 3 30
 No. 34, per doz. ... 11 80
 No. 34X, per doz. ... 11 80
 No. 37, per doz. ... 13 40
 No. 42, per doz. ... 15 25
 No. 442, per doz. ... 16 25

LATHS (METAL). Per sq.yd.

26-gauge, painted metal lath 0 10
 24-gauge, painted metal lath 0 13
 23-gauge, painted metal lath 0 15
 24-gauge, galv. metal lath ... 0 17
 23-gauge, galv. metal lath ... 0 19

LEAD.

Montreal Toronto
 Domestic, 100 lbs. ... 4 90 5 00
 Virgin pig, per 100 lbs. ... 4 90 5 00
 Lead Wool, 8c lb.
 Sheets, 2½ lb. sq. ft. 7 50 7 50
 Sheets, 3lb. sq. ft. 6 75 6 75
 Sheets, 3½ lb. sq. ft. 6 62½ 6 60
 Sheets, 4 to 6 lbs. sq. ft. 6 50 6 50
 Cut sheets, ¼c per lb. extra.
 Cut sheets to size, ¼c per lb. extra.

LEVELS. Per doz. Rabone's.

1269x12, Boxwood ... 4 0
 1626x9, Walnut pointed ... 4 50
 1628x12, Rosewood ... 7 50
 104x24, Triple stock (net) ... 21 00
 104x27, Triple stock (net) ... 22 00
 104x30, Triple stock (net) ... 23 15

LINES, PLOUGH.

Russia snap, per gross ... 33 00
 Indian snap, per gross ... 27 00

MACHINES (WASHING). Each

Canadian ... \$ 5 00
 Dowsell ... 5 00
 Hamilton ... 6 75
 Re-Acting ... 7 50
 Snowball ... 8 00
 Noiseless ... 8 25
 Sunlight ... 8 75
 Momentum ... 8 75
 New Century, style "A" ... 9 00
 New Century Style "B" ... 10 00
 New Century, Power, Style "D" ... 24 00
 New Idea, style "B" ... 11 00
 Playtime, engine drive ... 11 00
 Ideal Power ... 16 00
 Seafoam, electric ... 60 00
 Seafoam, engine drive ... 25 00
 New Idea, electric ... 80 00
 Sunshine ... 4 50
 Popular, No. 1 ... 5 25
 Economic ... 6 00
 Champion ... 9 00
 Excell-All ... 11 00
 Blue Bell, without stand. ... 9 00
 Puritan Water Motor, complete ... 16 00
 Hydro, One Tub, engine drive ... 26 00
 Discount 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.
 Stephenson Washers, \$6 net.



**The World-Famous
SIMONDS
Crescent-Ground
CROSS-CUT
SAWS**

**MADE IN
MONTREAL**

Sell
Simonds Saws
because they will
give your customer
better service than any
other make of saw. There is
none better. They cut easy
and saw fast. Made of Sim-
onds special edge-holding
steel. Each saw guaranteed.
Buy from your jobber, or
write to

**Simonds Canada Saw
Co., Limited**
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Montreal, Que.
Vancouver, or St. John, N. B.

Robt. Sorby & Sons, Ltd.
SHEFFIELD, ENGLAND

For the benefit of our patrons
in the West, and to ensure
prompt delivery, we carry a
large stock in Winnipeg of all
our carpenters' tools.

ORDERS TO

THE GEO. H. SAYWELL CO.
WINNIPEG, MAN.

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any hardware
dealer, anywhere in
Canada, who does
not subscribe to
Hardware and Metal?

If so, you will be doing him
a good turn by giving us his
name and address, so that
we may send him a sample
copy and order blank.

HARDWARE AND METAL
Canada's Only Weekly Hardware Paper
MONTREAL TORONTO WINNIPEG

MALLETS. Per doz.
Tinsmiths, 2½ x 5½ in.... 1 65
Carpenters, round hickory 1 95
Lignum Vitae, round, 5 in 2 40
Caulking, No. 8, oak.....15 00

MANGLES.
Victor, each\$14 25
Woodyatt, each 6 60

MIRRORS, FRAMED. Doz.
Size glass, 4 x 6..... 1 00
Size glass, 5 x 7..... 1 25
Size glass, 6 x 9..... 1 60
Size glass, 7 x 9..... 1 75
Size glass, 8 x 10..... 2 00
Size glass, 9 x 12..... 2 60
Size glass, 10 x 14..... 3 10
Size glass, 10 x 17..... 3 75

MOPS.
Mops, O-Cedar, doz.....\$12 00
S. W. Mops, doz..... 3 25
New Wizard, small, doz.. 8 00
New Wizard, large 10 00
Mop sticks, doz..... 1 10
Cast head mops, doz..... 1 35
Crescent, doz..... 1 60
Crank wringing, doz..... 4 75
Extra Cloths.
Challenge, doz..... 2 10
Woven, cloths, doz 1 35

N

NAILS.
Standard steel wire nails,
Toronto, \$2.25 base; Montreal,
\$2.25 base; London, \$2.25 base.
Cut nails — Montreal, \$2.50;
Toronto, \$2.70; London, \$2.70.
Miscellaneous wire nails, 75 p.c.
Coopers' nails, 33 1-3 p.c.
Pressed spikes, ½ diameter,
per 100 lbs., \$3 base.

NAILS (HORSE SHOE).
Capewell. Per box.
No. 4, in 25-lb. box\$3 75
No. 5, in 25-lb. box 3 75
No. 6, in 25-lb. box 3 50
No. 7, in 25-lb. box 3 25
No. 8, in 25-lb. box 3 25
No. 9, 10, 11 and 12, in 25-
lb. box 3 00
Less 10 and 5 per cent. off.

NAILS (HORSE).
M.R.M. cold forged process
list, 10th January, 1912.

Prices per
Size. Length. 25-lb. box.
No. 3, 1½-inch\$4 10
No. 4, 1½-inch 3 75
No. 5, 1½-inch 3 50
No. 6, 2½ 3 10
No. 7, 2 5-16 2 90
No. 8, 2½ 2 75
No. 9, 2 11-16 2 60
No. 10, 2½ 2 50
No. 11, 3 1-16 2 45
No. 12, 3½ 2 45

NETTING, POULTRY.
2 in. mesh, 19 w.g., 50-10-5%
off; 1½ in. mesh, 50-10-5% off.

**NET PRICES ON SMALL
SIZES POULTRY NETTING.**

½-in. x 22 ga. x 12-in., roll.\$3 00
½-in. x 22 ga. x 18-in., roll. 4 30
½-in. x 22 ga. x 24-in., roll. 5 65
½-in. x 22 ga. x 30-in., roll. 6 90
½-in. x 22 ga. x 36-in., roll. 8 20
1 in. x 20 ga. x 12-in., roll. 1 50
1 in. x 20 ga. x 18-in., roll. 2 10
1 in. x 20 ga. x 24-in., roll. 2 70
1 in. x 20 ga. x 30-in., roll. 3 25
1 in. x 20 ga. x 36-in., roll. 3 80
1 in. x 20 ga. x 48-in., roll. 5 10
Poultry netting staples, 60 p.c.

OAKUM. Per 100 lbs.
Best (American) 9 50
U.S. Navy (American) 9 00
New hemp (English) 7 00
U.S. Navy (English) 6 50
Navy (English) 6 00
Best Navy 5 00
Plumbers (spun) ... \$ 65 4 00

OIL.
Can. prime white
petrol 0 14½
Royalite 0 17 0 15
Palatine 0 21½ 0 17½
Castor Oil, per lb. 0 08½ 0 08½
Black oil (Summer) 0 12½ 0 12
Black oil (Winter) 0 14½ 0 14
Cylinder Green ... 0 35 0 35
Paraffine 0 22 0 20
XXX Machine 0 25½ 0 21

OLD MATERIALS.
F.O.B. Toronto.
Tea lead, pack, 2½ to 3¼c lb.
Tea lead, chest, 2½ to 3¼c lb.
Lead (heavy pipe, etc.), 3 to 4c

Brass, heavy, 9 to 10c lb.
Brass, light, 6 to 7c lb.
Zinc, heavy, 2½ to 4c lb.
Copper, heavy, 11 to 12c lb.
Rubbers, such as old rubber,
boots, and shoes, according to
trim, 5½c to 6c lb.; overshoes,
lumbermen's rubber boots, etc.,
5 to 6c lb.; auto tires, etc., 4 to
5c; bicycle tires, 2 to 3c.

PACKING (JUTE)
Per Coll Lots.
Fine, 30 ends to ¾ inch. 0 09½
Heavy, 8 ends to 1 inch. 0 06½

PAPER, ETC.
O.K. Paper, No. 1, per roll 0 95
O.K. Paper, No. 2, per roll 0 70
Per 400 ft. roll
Plain Fibre, No. 1..... 0 50
Plain Fibre, No. 2..... 0 35
Tarred Fibre, No. 1..... 0 62
Tarred Fibre, No. 2..... 0 43
Tarred Fibre, Cyclone, 25
lbs., roll 0 62
Dry Cyclone, 15 lbs..... 0 50
Tarred Fibre, Good Luck
Brand, per roll 0 62
Dry Fibre, Good Luck
Brand, per roll 0 50
Per 100 lbs.

Oiled waterproof building
paper, 600 sq. ft. roll..... 1 05
400 sq. ft. roll
O.K. Brand corded sheathing 0 55
Sheathing (Surprise) 0 40
Blue R-S Sheathing 0 42
Dry fibre No. 1 0 50
Dry fibre No. 2 0 35
O.K. carpet felt 1 40
Per 100 lbs.

Heavy dry straw 1 80
Heavy tarred straw 1 80
Spruce sheathing 3 00
Carpet felt, 16 oz. 2 60
Carpet felt, 20 oz. 2 60
Resin sized Fibre, per roll. 0 43
Asbestos Bldg. 3 25
Heavy fibre, 32 ft. x 60 ft.,
per 100 lbs. 2 00
Liquid Roofing Cement,
bbls., per gallon 0 17
Liquid tins cement, 5s. 0 19
Crude coal tar, per bbl. 4 50
Refined coal tar, per bbl. 5 00
Shingle Varnish, per bbl. 5 00
Caps, per lb. 0 05
Ralls, per lb. 0 05
Mop Cotton, per lb. 0 17
Tarred felt, Dominion, 7 oz. 2 10

PICKS (CLAY).
5 to 6 lbs., doz..... 3 75
7 lbs., doz..... 4 00
7 to 8 lbs., doz..... 4 75
8 lbs., doz..... 5 00

PINS, COTTER.
Cotter pins, 90 p.c. discount.

PINS, CLOTHES.
Selected full count. Per case.
5 gross, 4-in. (loose)..... \$0 80
5 gross, 4½-in. (loose)..... 0 90
5 gross, 5-in. (loose)..... 1 00
4 gross, 4-in. (12 pkgs. of
4 doz. each) 0 80
5 gross, 4 in. (24 pkgs. of
2 doz. each) 0 90
6 gross, 4 in. (12 pkgs. of
6 doz. each) 1 00

PIN (ESCUTCHEON).
Steel, discount, 50 per cent.
Brass, 50 per cent.

PIPE, STANDARD WROUGHT.
Buttweld.
Size Black Galvanized
¾ and ¾ inch.\$2 16 \$3 06
½ inch 2 64 3 57
¾ inch 3 64 4 57
1 inch 4 51 6 21
1¼ inches 6 10 8 40
1½ inches 7 29 10 04
2 inches 9 81 13 54
2½ inches 15 80 21 65
3 inches 20 66 28 31
3½ inches 24 84 34 04
4 inches 29 43 40 33
Lapweld.

2 inches 11 29 14 99
2½ inches 16 38 22 23
3 inches 21 42 29 07
3½ inches 25 76 34 96
4 inches 30 52 41 42
4½ inches 35 56 48 26
5 inches 41 44 56 24
6 inches 53 76 72 96
7 inches 79 97 105 90
8"x25 lbs. per ft. 83 75 111 30
8"x28 lbs. " 96 48 128 40
9 inches 115 60 153 50

10"x32 lbs. per ft.107 20 142 40
10"x40 lbs. " 138 00 183 30
12 inches174 90

These prices are for small
quantities only. Discounts in
proportion to size of order will
be allowed.

PIPE (LEAD).
Lead pipe, 7½c, 5% off.
Lead waste pipe, 9c; 5% off.
Traps and bends, 40% off.

PIPE (SOIL).
Medium and extra heavy pipe
up to 6-inch, 65% and 10 off.
7 and 8-in., 45% off.

PIPE (CONDUCTOR).
2 inch, in 10-ft. lengths.... 3 45
3 inch, in 10-ft. lengths.... 4 20
4 inch, in 10-ft. lengths.... 5 53
5 inch, in 10-ft. lengths.... 7 60
6 inch, in 10-ft. lengths.... 9 25

PITCH.
Fine, per bbl. 4 50

PLANES.
Wood bench, Can., 15 per cent.
Wood, fancy, 30 to 35 per cent.
Prices, Pliers and Nippers.
Button's, genuine, 37½ to 40
per cent.

PLATES (BOILER).
Montreal Toronto
Plates, ¼ to ½ inch, 2 40 2 50
per 100 lbs. 2 65 2 75
Heads, per 100 lbs. 2 65 2 75
Tank plates, 3-16 inch 2 70 2 80

PLUGS (METAL).
Painted wall plugs, per
1,000\$20 00
Galv. wall plugs, per 1,000 23 00

POLISH. Doz.
O-Cedar, 4 oz. bottles \$2 00
O-Cedar, 12-oz. bottles 4 00
O-Cedar, 1-qt. can 10 00
O-Cedar, ½-gal. cans 16 00
O-Cedar, 1-gal. cans 24 00
Liquid veneer, 4-oz. 2 00
Liquid veneer, 12-ozs. 4 00
Liquid veneer, quarts 8 40
Tandem metal polish paste. 6 60
Axoline brass cleaner, 100
in pkg. 6 50

RAZORS. Per doz.
Boker's King Cutter
Henckels 7 50 20 00
Gillette Safety, each 3 75
Star Safety Razor, 33½ per cent.
Edelweiss 9 00
Ever-Ready, doz. 9 00
Ern Razors 6 00 to 18 00
Ern Junior Razor 14 50

REELS, HOSE.
Plain wood, each 0 75
Plain wood, with drum, ea. 0 95
Metal 1 40

RIVETS AND BURRS.
Iron rivets, blacked and tinned,
75%.

Iron burrs, 75 per cent.
Copper rivets, usual proportion
of burrs, 35 and 12½; burrs, 30
and 12½ per cent.
Extras on Coppered Rivets, ¼-
lb. packages, 1c per lb.; ¾-lb.
pkgs., 2c lb.
Coppered Rivets, net extras,
2½c per lb.

ROOFING.
Tarred felt (7 oz.)\$2 10
Tarred felt (10 oz.) 2 10
Tarred felt (16 oz.) 2 16
Per roll
2 ply R.R. 0 75
3 ply R.R. 0 95
2 ply R.R., complete in roll 1 15
3 ply R.R., complete in roll 1 35
Samson, 1-ply, roll 1 45
Samson, 2-ply, roll 1 90
Samson, 3-ply, roll 2 30
Amatite roofing, per sq. ... 2 70
Ready 2-ply, Shield, per roll 0 75
Ready 3-ply, Shield, per roll 0 95
Tarred 210 roofing felt.
Tarred roofing felt, cwt. ... 2 10
Compo certainfeed, 1-ply... 1 25
Compo certainfeed, 2-ply... 1 55
Compo certainfeed, 3-ply... 1 85

ROPE. Lb.
Pure Manila basis 14
British Manila basis 11
African hemp basis 11
Sisal basis 9½
Double lath yarn basis.... 9½
Single lath yarn basis 8½

Russian deep sea line basis 20
Russian tarred ratline basis 17
Russian tarred bolt rope
basis 18
Jute rope basis 12½
Italian rope basis 24
Basis (¾" dia. and larger).

Cotton rope, 3-16 and larger 21
Sisal Clothes Line.
3-ply, 30 ft. 0 45
3-ply, 40 ft. 0 60
3-ply, 48 ft. 0 72
3-ply, 60 ft. 0 90
3-ply, 72 ft. 1 08
3-ply, 100 ft. 1 50
6-ply, 40 ft. 0 95
6-ply, 48 ft. 1 15
6-ply, 60 ft. 1 45
6-ply, 72 ft. 1 75
6-ply, 100 ft. 2 40

RULES, BOXWOOD.

Rabone's. Per doz.
No. 1375—2 ft.(51).. 1 80
No. 1101—2 ft.(52).. 3 90
No. 1167—2 ft.(7).. 3 60
No. 1106—2 ft.(53½).. 4 10
No. 1375—3 ft.(66½).. 2 50
No. 1112—3 ft., hf. bound 6 00
No. 1190—With level 8 85
No. 1493—Brass blacks'hs 1 70
No. 1494—Brass blacks'hs 2 20

SAWS.
Atkins Hand and Crescent, 25 p.c.
Disston's Hand, net prices, new
list.
Simonds' Hand, 15 per cent.
Shurly & Dietrich, 35 per cent.
Spear & Jackson, 40 per cent.

SCALES.
Gurney Standard, 30 per cent.;
Champion, 45%.
Burrow, Stewart & Milne —
Imperial Standard, 30 per cent.;
Champion E. B. Scales, 35 per
cent.

Fairbanks Standard, 30; Do-
minion, 45; Richellu, 45.
Net Prices.
Champion, 4 lb., \$2.50 plus 30c
for stamping; 10 lb. \$3.75 plus
50c for stamping; 240 lb., \$5.50
plus 50c for stamping; 600 lb.,
platform, \$14 plus \$1 for stamp-
ing; 1,200 lb., platform, \$16.50
plus \$1 for stamping; 2,000 lbs.,
platform, \$22 plus \$1 for stamp-
ing; 2,000 lb. drop lever, \$26 plus
\$1 for stamping.

SAP SPOUTS. Per 1,000
Bronzed cast iron with
hooks 6 00
Eureka, tinned steel, hooks 8 00

SCOOPS (FURNACE). Doz.
D. Handle \$3 25
L. Handle 3 25

SCREWS (MACHINE).
Flat head, 1 ron and brass, 35
per cent. Fillister head, iron,
30; brass, 25 per cent.

SCREWS. Per cent.
Wood, F. H., bright, 85, 10, 7½,
10, 5 per cent.

Wood, R.H., bright, 80, 10, 7½,
10, 5 per cent.
O.H., bright, 80, 10, 7½, 10 p.c.
5 per cent. off list.

Wood F.H., brass.. 75 10 7½ 10
Wood, R.H., brass.. 70 10 7½ 10
Wood, F.H., bronze 70 10 5 10
Wood, R.H., bronze 65 10 5 10
Drive screws 65 10 5 10
Set case hardened 60 10
Square cap 50 and 05
Hexagon cap 45
Bench, wood, per doz.....\$3 00
Bench, iron, per doz. 4 25

SCYTHES.
Cast steel, doz.\$ 6 50
Clipper, doz. 7 50
Guaranteed, doz. 9 00
Brush, doz. 7 50

SCYTHE SNATHS.
No. 1, per roll\$8 40
No. 2, per doz. 7 70
No. 3, per doz. 7 35
Beds., per doz. 8 40
No. 20, per doz 8 75

STONES.
Western Red End (3 doz.
to box), per box 0 85
Diamond, per box 1 00
Ounibond, per box 1 50
English, round (25 to box),
per box 2 00
Emery, per doz. 0 85
Carborundum, per doz. ... 2 25

MURESCO

MADE IN CANADA

One package sells another, and each sale pays

MURESCO is a dry-powder wall finish that is a wonder for satisfying customers and promoting business.

BENJAMIN MOORE & CO., Limited

4 Lloyd Street

West Toronto

Ont., Canada

RED

S

BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at

INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand
Prize

GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



IMPORTERS AND DEALERS IN

Plate, Sheet, and all Kinds of Glass

for building purposes

Manufacturers of Mirrors and Art Glass. Show Cases and Fixtures

Satisfaction and prompt service guaranteed

Excelsior Plate Glass Company, Limited

189-91 Queen St. E., TORONTO

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	2 50	2 55
12 gauge	2 55	2 60
14 gauge	2 35	2 35
16 gauge	2 40	2 40
18-20 gauge	2 45	2 50
22-24 gauge	2 50	2 55
26 gauge	2 60	2 65
28 gauge	2 70	2 75

SHEETS.

Corrugated, galv., 10% off.	
22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Galvanized

B.W. Queen's Head	Fleur-de-Lis	Gorbals
16-20 .. 3 80	3 45	3 80
22-24 .. 3 85	3 55	3 85
26 .. 4 10	3 90	4 10
28 .. 4 35	4 10	4 35
Colborne Crown—16-20 gauge, \$3.60; 22-24 gauge, \$3.65; 26 gauge, \$3.90; 28 gauge, \$4.15.		
Apollo Brand Montreal Toronto		
14 gauge	2 95	
16 gauge	2 95	
18-20 gauge	3 10	
22-24 gauge	3 45	3 20
26 gauge	3 70	3 55
28 gauge	4 05	3 70
10% oz.	4 25	3 30

SHELLERS, CORN.

Black Hawk, doz.	18 00
Plymouth Rock, doz.	8 50

SHOVELS AND SPADES.

	1st	2nd	4th
Shovels	60	55 and 2 1/2	45%
Socket sc'ps. 50 and 5			45 and 5
Rivet scoops 50			
Drain tools 60			
Scoops	50 and 5		45 and 5
Hollow backs			
and sand. 60			45
Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.			
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.			

Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SIFTERS, ASH.

Wood Sifters, doz.	\$ 1 50
Rocker, No. 1, each	3 60
Rocker, No. 3, each	2 50
Banner, each	1 70

SINKS.

Cast iron, 16x24, \$1.10; 18x30, \$1.50; 20x36, \$2.25.	
Flat rim enameled sinks, 16x24, \$3.50; 18x30, \$4; 18x36, \$5.15.	

SLIDING SHOES.

Onward Sliding Shoes, 40%.

SNAPS.

Harness, 25%.

SOLDER.

	Montreal	Toronto
Tinker's bar	0 26	
Wire solder, lb.	0 28	0 26
Bar half-and-half, 0 26		0 21

SOLDERING IRONS.

Base, per lb., 28 cents.

SOLDER WIPING.

Acme	0 18
Commercial	0 19
Easy	0 19
Star Extra	0 21
Strictly standard wiping 0 23	

SPELTER.

Foreign, per 100 lbs. 6 00 6 00

STAPLES.

Poultry netting, 100 lbs.	6 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	6 12
Bright Fence, 100 lb. kegs.	2 50
Bright Fence, 25-lb. boxes.	2 75
Galv'd fence, 100-lb. kegs.	2 85
Galv'd fence, 25-lb. boxes.	3 10
Cooper's staples, 45%.	
Bright spear point, 75%.	

SWEEPERS, CARPET.

Univ. japd., cyco bearing.	24 00
Univ. N.P., cyco bearing.	27 00
Grand Rapid, japd., ball-bearing	26 00
Grand Rapid, N.P., ball-bearing	29 00
Princess N.P., ball-bearing	30 00
Elite, ball-bearing	34 00
Am. Queen N.P., ball-bear.	32 00
Parlor	35 00

SWINGS.

Baby, 2-passenger, each.	\$2 75
Ontario, 2-passenger, each.	3 75
Ontario, 4-passenger, each.	4 25
Stratford, 4-passenger, each 5 50	

Boyers Gliding Settees with

awning, each	8 50
Without awning, each	12 50

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; 1/4 weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, 82 1/2; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 9 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87 1/2; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES—Lufkins.

Ass skin, No. 713, 50 ft., doz. 2 85	
Ass skin, No. 714, 66 ft., doz. 3 40	
Linen, No. 404, 66 ft., ea.	1 10
Metallic, No. 603, 50 ft., ea.	1 40
Rival steel, No. 263, 50 ft., ea.	2 80
Rival steel, No. 266, 100 ft.	4 90
Reliable Jr., No. 103, 50 ft.	2 70
Rabone's.	
Tape Lines, linen, No. 2601	
x50, each	\$1 00
Metallic, No. 4011x50, ea.	1 35
Metallic, No. 4011x66, ea.	1 55
Steel, No. 2891x50, ea.	2 70
Steel, No. 4161x50, ea.	3 00
Steel, No. 4161x66, ea.	5 15

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10%.

TIES (METAL).

Galv. wall ties, per 1,000.	\$5 00
Painted wall ties, per 1,000.	5 00

TIES, COW.

McKinnon, 40% discount.

Greenings, 40% discount.

TIN.

Tin, per lb. 35-37 35-37

TINNERS' TRIMMINGS.

Discount, 45%.

Plain, 70 and 5%.

Re-tinned, 72 and 5%.

TOOLS, HARVEST.

Samson, 47 1/2%; ord., 50%.

TRAPS (STEEL AND GAME).

Newhouse, 40%.

Hawley & Norton, 57 1/2%.

Victor, 70%.

Oneida Jump, 65%.

TRESTLES.

5 ft., each. \$1.50 14 ft., each. \$4.20

8 ft., each. 2.00 16 ft., each. 4.80

10 ft., each. 2.50 18 ft., each. 5.40

12 ft., each. 3.00 20 ft., each. 6.60

TROWELS.

Disston's, 10%.

Twine (Binder).

650 ft., per lb. 0 13 1/2

600 ft., per lb. 0 11

550 ft., per lb. 0 09 3/4

500 ft., per lb. 0 09 1/4

5 ton lots, 1/4c per lb. allowance.

Delivered in 300-lb. lots and over.

Wrapping cotton 5-lb.

4-ply 0 21 1/2 || 3-ply | 0 19 1/2 |

TUBES.**Boiler Tubes.**

100 ft., 1 1/2 in. 10 45 9 75

100 ft., 2 in. 9 60 8 25

100 ft., 2 1/2 in. 10 25

100 ft., 3 in. 12 25 10 65

100 ft., 3 1/2 in. 13 30 11 00

100 ft., 4 in. 15 55 13 00

100 ft., 4 1/2 in. 19 80 16 75

TUBS.**Samson Galvanized.**

No. 11, doz. net 12 00 || No. 22, doz. net | 14 40 |
| No. 33, doz. net | 16 80 |

Common Galvanized.

No. 1, doz. 6 83

No. 2, doz. 7 43

No. 3, doz. 8 48

WOODEN WASH TUBS.

	Per nest.
Nests of 3—0, 1 and 2	\$2 38
Nests of 3—1, 2 and 3	2 05
Nests of 4—0, 1, 2 and 3	2 95
No. 0, per doz.	11 00
No. 1, per doz.	9 00
No. 2, per doz.	8 00
No. 3, per doz.	7 00

V**VALVES, ETC.**

Ground work, 55%.

Stand, compr. work, 65%.

High-grade compr. work, 55%.

Cushion work, 55%.

Fuller work, 70%; No. 0, 70, 10%, and 1 and 2 basin cocks, 70%.

Flatway stop and stop and waste cocks, 60, 10%; roundway, 60 and 5%.

J.M.T. Globe, Angle and Check Valves, 50%; Standard, 60%.

J.M.T. Radiator Valves, 55%; Standard, 60; patent quick opening valves, 70 and 10%.

WARE, COPPER AND NICKEL.

Copper boilers, kettles, 40 and 5%.

Copper tea and coffee pots, 40 and 5%.

Copper pints, 30 and 5%.

Foundry goods, hollow ware, 40 and 5%.

WARE, ENAMELED.

White ware, 75 per cent.

Canada, Diamond, Premier, 50 and 10 per cent.

Pearl, Imperial and Colonial steel, 60 and 10 per cent.

Star decorated steel, 33 1/2 p.c.

Hollow ware, tinned steel, 40 per cent. off.

Enamelled street signs, 50 p.c.

WARE, TIN, PIECED.

Discount, 35 per cent.

10-qt. flaring sap buckets, 35 per cent.

6, 10 and 14-qt. flaring pails, 35 per cent.

Copper bottom tea kettles and boilers, 35 per cent.

Coal hods, 35 per cent.

Boiler and tea kettle pits, 30 and 5 per cent.

WARE, STAMPED.

Plain, 70 and 5.

Retinned, 70 and 5.

Tinners' trimmings, 70 and 5.

WASHERS, IRON.

Full box, 45 per cent. smaller.

Full box, 45 p.c.; smaller lots, 30 p.c.; assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEATHERSTRIP.

Narrow wood and felt...1 1/4c ft.

Medium wood and felt...1 1/4c ft.

Wide wood and felt...2 1/4c ft.

All felt Frost King...\$4.40 doz.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2.00

Sectional, 1/2 lb., per 100 lbs. 2.25

Solid, 3 to 30 lbs., per 100. 1.60

WEIGHTS.

Smarts, Horse, 3 1/4c lb.

WHEELBARROWS.

Navy, steel wheel, doz....21 00

Garden steel wheel, doz....32 40

Light garden, per doz....22 80

Heavy garden, L-side33 00

Heavy farm, solid side33 00

WHIFFLETREES.

Tubular steel, 28 ins. 0 70

Tubular steel, 34 ins. 1 00

Tubular stel, 36 ins. 1 25

Tubular steel neckyokes, 36 inches 1 25 || Tubular steel doubletrees, 40 inches | 0 95 |
| Tubular steel lumbermans, 44 inches | 0 95 |

WIPERS.

(See Paint Markets)

WIRE.

Brass wire, 50 and 5 per cent.

Copper wire, 50 and 2 1/2 per cent.

Annealed Cut Hay Baling Wire, No. 9, \$3.75; No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13 1/2, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE, CLOTHES LINE.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$3; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extra net. Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 30-34, \$8. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 26c; in 1/2-lb. hanks, 28c; in 1/4-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

No. 13, \$2.20; No. 14, \$2.40; No. 15, \$2.50 f.o.b. Montreal, Toronto, Hamilton and London.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, \$2.20 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra. No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, \$1.25, bright soft drawn 15c, charcoal (extra quality), \$1.25, packed in casks or cases, 15c, bagging and papering, 10c, 50 and 100-lb. bundles in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in 1/2-lb. hanks, 75c; in 1/4-lb. hanks, \$1.

WIRE CLOTH.

Painted screen, in 100-ft. rolls. \$1.55 per 100 sq. ft.; in 50-ft. rolls, \$1.60 per 100 sq. ft.

Rustless screen, 7c. sq. ft.

Cut lengths, 8c sq. ft.

WIRE (FENCE). Per cwt.

Barb	2 35
No. 9, coil spring	2 25
No. 9, plain galvanized	2 15
No. 12, plain galvanized	2 30
No. 13, plain galvanized	2 40
O. & A., No. 10	2 36
O. & A., No. 11	2 42
O. & A., No. 12	2 50

F.O.B. Montreal, Toronto and London.

WIRE ROPE.

Galvanized, 1st grade, 6 strands 24 wires, 3/8, \$5; 1 inch, \$16.80.

Black, 1st grade, 6 strands, 19 wires, 3/8, \$5; 1 inch, \$15.10. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES.

	Cwt.
Single Loop, No. 14	\$3 00
Single Loop, No. 15	3 15
Single Loop, No. 16	3 30

WRINGERS—Less 20 p.c.

Royal Canadian, 11 in., doz. 45 25	
Eze, 11 in., per doz.	49 50



For Outdoors Or In

You can fill every paint requirement with the right RAMSAY finish.

And every RAMSAY product is *right*. The right formulæ, the right materials, the right price and the right value. You'll find it a pleasure to do business with a house that has grown up with the country and has 72 years of Canadian paint experience behind it.

Write us.

A. RAMSAY & SON CO., - MONTREAL

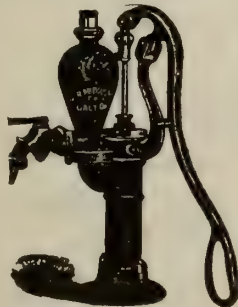
ESTABLISHED 1842

MAKE MONEY FROM GOOD PUMPS—PROFIT

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.

Pumps for every use—hand or motor—force or lift—every type a dealer can sell.



*All in the big catalogue. Ask for it—
for dealer prices—for dealer terms.*

The
R. McDougall Co., Limited
GALT, CANADA

A Novel Feature of the

MAXWELL "Favorite" Churn



—and one which has made it popular wherever used—is the

BOW LEVER

No other churn has this lever. Handle can be adjusted to centre, left or right, whichever is desired, or is easiest for driving. The frame is of light, rigid steel with bolted trunnions, and the barrel of best imported oak with aluminum hoops. Swings on roller bearings and is exceptionally easy-running and durable. A splendid seller.

Send for Illustrated Catalogue of the "easy-to-push" Maxwell lines.

MAXWELLS LIMITED, St. Marys, Ont.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, \$6.20 per 100 lbs.
5 lb. packages, \$6 per 100 lbs.

ALCOHOL.

5 gal. lots, per gal., \$1.

BEESEWAX.

Per lb., 40c.

BRONZING LIQUID.

Bronzing liquid, No. 1 ... \$1 75
Banana oil, gal. 4 00

BRUSHES.

Weighted, 15 lbs., doz. ... \$14 70
Weighted, 20 lbs., doz. ... 19 90

COATING.

Cement Coating \$2.55 3.00

COLORS (DRY).

Raw Umber, 100 lb. keg. ... 0 09
Burnt Umber, 100 lb. kegs ... 0 09
Raw Sienna, 100 lb. kegs. ... 0 09
Burnt Sienna, 100-lb. k. ... 0 09
Imperial green, 100 lb. k. ... 0 12
Italian red, 100 lb. kegs. ... 0 05
Brunswick green, 100-lb. k. ... 0 06
Indian red, 100 lb. kegs. ... 0 10
Indian red, No. 1, 100 lb. k. ... 0 06
Vermilion, 100 lb. kegs. ... 0 20
Drop black pure dry ... 0 12
Golden ochre, 100 lb. kegs ... 0 04½
White ochre, barrels ... 0 01½
Yellow ochre, barrels ... 0 01½
Source ochre, 100 lb. kegs ... 0 02
Canadian red oxide, bbls. ... 0 02
Super magnetic red ... 0 02½

COLORS IN OIL.

Venetian red 1-lb. tins, pure ... 0 12
Chrome yellow, pure ... 0 23
Golden ochre, pure ... 0 14
French ochre, pure ... 0 12
Chrome green, pure ... 0 11
French permanent green, pure ... 0 15
Signwriters' black, pure ... 0 20
Marine black, 25-lb. irons ... 0 06

DRIERS.

Patent 25 lb. tins, 8c. lb.; patent 1 lb. tins, 11c. lb.

ENAMELS.

Per gallon in quart tins.
M. L. Floorglaze (Imperial V. & C. Co.) ... 1 80
Alba-Gloss enamel ... 4 00
Anchor Floorlustrer ... 1 80
Lowe Bros' Linduro ... 4 20

FILLER.

Luxeberry Enamel ... \$5 00
Screen Enamel B.B. ... 1 65

GLUE.

French medal ... 0 14
German common sheet ... 0 10
German prima ... 0 17
White pigfoot ... 0 21
Perfection amber, ground, No. 1230 ... 0 13
Ground glues at same prices.
XXL ... 0 13
XL ... 0 11½
CL ... 0 12
C ... 0 11

GLASS.**(TORONTO QUOTATIONS.)**

Size United Inches. Star.
Under 26 ... \$6 50
26 to 40 ... 7 00
41 to 50 ... 7 40
51 to 60 ... 8 00
61 to 70 ... 8 75
71 to 80 ... 9 50
81 to 85 ... 10 50
86 to 90 ...
91 to 95 ...
96 to 100 ...
Double Diamond.
Size United Inches.
Under 26 ... \$ 8 60
26 to 40 ... 10 00
41 to 50 ... 11 70
51 to 60 ... 12 00
61 to 70 ... 12 75
71 to 80 ... 13 85

81 to 85 17 50
86 to 90 18 85
91 to 95 19 20
96 to 100 22 75
101 to 105 32 00
106 to 110 36 00

Discount on 16 oz. glass
20%; discount on double diamond, 20%; cut sizes, 20%.

MONTREAL QUOTATIONS.**Country Base Price.**

United Inches.	Star.	Double Diamond.
25 in.	\$4 25	\$ 6 25
40 in.	4 65	6 75
50 in.	5 10	7 50
60 in.	5 35	8 50
70 in.	5 75	9 75
80 in.	6 35	11 00
85 in.	6 15	12 50
90 in.		15 00
95 in.		17 50
100 in.		20 50
105 in.		16 40
110 in.		21 00

The above Montreal prices under revision.

GLASS, PLATE.**Montreal:**

Country discount, 35 and 5% off list, delivered.
City discount, 45 and 5% off.

Toronto:

Country discount, 40½% off list delivered.
City, 42½% off list.

LEAD.

(White Ground in Oil.)

Prices per 100 lbs. in ton lots.
Montreal Toronto

Elephant, Genuine ... \$8 75 \$8 90
"Anchor," pure ... 8 45 8 60
Green Seal ... 8 45 8 60
Brandram's B.B. Genuine ... 9 45 9 60
C.P. Co. decorat's pu. ... 8 45 8 60
Crown and Anchor, pure ... 8 65 8 80
Decor'or's Pure (Wpg) ... 8 60
Moore's Pure White Lead ... 8 45 8 60
Painter's Perfect ... 7 95 8 10
Lowe Bros' White, H.S. ... 8 60
Ramsay's Pure Lead. ... 8 45 8 60
Ramsay's Exterior ... 8 15 8 30
Tiger Pure ... 8 45 8 60
"James Genuine" ... 10 00 10 15
Stephens' H. P. P. (Winnipeg) ... 8 70
Less than ton lots, 20c per cwt. higher.

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt. ... 8 00 6 38
Genuine, 100-pound kegs, per cwt. ... 8 25 6 75
No. 1 casks, per 100 lbs. ... 7 75 6 25
Less quantity ... 8 50

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots. ... \$17 50
2 lb. pkgs., per 100 lbs. ... 15 00
5 lb. pkgs., per 100 lbs. ... 12 00
25 lb. pkgs., per 100 lbs. ... 11 00
100 lb. pkgs., per 100 lbs. ... 7 75
200 lb. kegs, per 100 lbs. ... 9 60
300 lb. pkgs., per 100 lbs. ... 9 50
600 lb. casks, per 100 lbs. ... 9 00

MURESCO.

Tints in 5 lb. packages, per 100 lbs., \$5.40.

OILS (LINSEED RAW).

Montreal Toronto
Single bbls. ... See weekly report
3 to 5 bbls. ... See weekly report
6 to 9 bbls. ... See weekly report

LINSEED, BOILED.

Single bbls. ... See weekly report
3 to 5 bbls. ... See weekly report
6 to 9 bbls. ... See weekly report

PAINTS (PREPARED).

	Per gallon in qt. tins.
Sherwin-Williams' base	2 00
Canada Paint Co.'s pure	2 00
Elephant and Prism	1 80
Benj. Moore Co.'s "Egyptian" Brand	1 45
Moore's house colors, per gallon	1 75
Brandram-Henderson's "English"	2 00
Fresco-Tone, in quarts	1 80
Ramsay's paints, pure	1 80
Ramsay's paints, Thistle	1 60
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 90
Maple Leaf Paint (Imp. V. & C. Co.)	
Jameson's Crown and Anchor brand	1 60
Lowe Bros' High Standard	2 00
Stephens' House Paint (Winnipeg)	1 90
Stephens' Floor Paint (Winnipeg)	1 75
Silkstone Wall Color	2 00

PARIS, PLASTER.

Per bbl. ... 2 25

PARIS WHITE.

In bbls. ... 0 30

PIGMENTS.

Orange Mineral, casks. ... 0 08½
Orange Mineral, 100-lb. kegs ... 0 08¾

PRIMER.

Luxeberry Primer ... \$2 25

PASTE WOOD FILLER B.B.

	Lb.
1 lb. cans	\$0.18
2 lb. cans	0.18
5 lb. cans	0.17
10 lb. cans	0.16
25 lb. cans	0.12
100 lb. kegs	0.11
14 barrels	0.10½
Barrels	0.10

PUTTY.

	Standard	Montreal Toronto
Bulk, in casks	2 30	2 50
Bulk, 100-lb. drums	2 50	2 60
Bulk, 25-lb. drums	2 60	2 70
Bladders, in bbls.	2 80	2 90
Pure Putty, 60c cwt. advance.		

SHELLAC.

Gum, 32c lb.; finest orange, 42c lb.

TAR (PINE TAR).

Half pint tins, per doz. ... 0 60
Pint tins, per doz. ... 1 10

PAINT AND VARNISH REMOVER.

Taxite, 1 gal. cans ... 2 10
Cumoff ... 2 10

TURPENTINE.

Montreal Toronto
5 gal. ... See weekly report
Pure, single bbls. ... See weekly report

GLAZING.

Gal.
2 to 4 bbls. ... 0 60 0 64
Liquid Slating, B.B. ... \$3.00

STAINS.

Gal.
Oil. & Spirit. Berry Bros. ... \$2.50
Water Stains. Berry Bros. ... 1 25
Berrycraft stain finish ... 3 00
Shinglelaint, 5 gal. cans ... 1 15

VARNISHES.

	Per gal. cans
Liquid Granite	\$3.00
Elastic Interior	3 00
Elastic Outside	6 00
Luxeberry, light	3 00
Luxeberry, white	5 00
Luxeberry, spar	4 50

Luxeberry, exterior ... 5 00
Dugloss finish ... 3 00
Carriage, No. 1 ... 1 50
Excello ... 2 00
Mar-Not ... 2 70
Elastic Oak ... 1 50
Light oil finish ... 1 35
Gold sized japan ... 2 00
Baking black japan ... 1 35
No. 1 black japan ... 0 85
Crystal Damar ... 2 50
No. 1 Damar ... 2 25
Oilcloth ... 1 50
House painters' white jap. ... 1 85
Elastilite varnish ... 2 25
Copaline varnish ... 2 25
Granitine floor finish ... 2 25
Jameson's floor enamel ... 1 75
Sherwin-Williams' KOPAL varnish ... 2 50
Canada Paint Co.'s SUN varnish ... 2 25
"Flint-Lac," coach ... 1 30
B. H. Ltd., "Gold Medal," cases ... 1 80
Dependon Lt. H. Oil Finish ... 1 55
Elastilite Floor ... 2 30
Elastic exterior finish ... 4 25
Flatline floor finish ... 3 00
Stovepipe varnish, ¼ pts., gross ... 9 00
Pure white shellac varnish ... 2 00
Pure orange shellac varnish ... 1 90
No. 1 orange shellac varnish ... 1 75

WATER PAINTS.

Opalite, 300 lb. bbls. ... 0 07
Opalite, 100 lb. kegs ... 0 07½
1 gal. package, per pkg. ... 0 45
½ gal. package, per pkg. ... 0 25

WASTE (POLISHING).

Cream ... 0 13
White ... 0 12

WASTE (WHITE).

XXX extra ... 0 11
X Grand ... 0 10½
XLGR ... 0 09½
X Emplre ... 0 08½
X Press ... 0 07½

WASTE (COLORED).

Fancy ... 0 07½
Lion ... 0 07
Standard ... 0 06½
Popular ... 0 05½
Keen ... 0 05

WASTE (PACKING).

Arrow ... 0 15
Anchor ... 0 06
Anvil ... 0 07½
Axle ... 0 09

WASHED WIPERS.

Select white ... 0 06
Light colored ... 0 06½
Dark colored ... 0 05

WAX.

Per lb.
Johnson's Floor, natural ... 0 38
Johnson's Floor, black ... 0 38
Old English Floor Wax ... 0 38
Cooke & Boulton's Floor Wax ... 0 30
Ronuk Floor Wax, lb. ... 0 38
Berry Bros. ... 0 45

WHITING.

Plain, in bbls. ... 1 00
Gilders, bolted, in bbls. ... 1 20

ZINC (DRY).

Extra Red Seal, V.M.

ZINC IN OIL.

Pure, in 25-lb. irons ... 0 10
No. 1, in 25-lb. irons ... 0 07
No. 2, in 25-lb. irons ... 0 05½
Pure in Damar Varnish ... 0 19½

WE WANT RONUK

dealers in every town and city in Canada.

To secure them we are making a special introductory-order offer.

This offer is so liberal that it allows a very heavy profit for the dealer. And you don't have to order a big bill of goods either.

Ronuk makes permanent, come-back-for-more customers because its superiority is so readily apparent to everyone who uses it.

Ronuk is just as useful as a dressing for linoleum as for hardwood floors. Linoleum treated with Ronuk wears longer and never need be scrubbed.

Write for information about Ronuk and our special offer to

RONUK LIMITED
53 YONGE ST. Toronto

PAINTING DURING THE INDOOR MONTHS

Mrs. Housekeeper is just now preparing for the Xmas festivities and the annual home-coming.

In straightening up her home she digs up many articles and spots that are in need of a "touch" of paint.

ARE YOU PREPARED TO MEET HER DEMANDS?

She wants something that she can use here, there and all over, a line that will be appropriate for any article she finds in need of renewal.

FLOGLAZE

"The Finish that Endures"

will meet her demands exactly. It can be used on floors, woodwork, radiators, baths, anything about the home that requires refinishing or renewing.

Dealers should not forget

the women paint buyers. They are rapidly growing to be the majority buyers of household paints and varnishes and if their demands are met with FLOGLAZE there are

Big Profits in 1915

for those who look carefully after their trade.



Our Floglaze Household proposition is the most compact and profitable line of its kind on the market. It is the easiest and least expensive line to sell and turns over so rapidly and often that it gives the largest returns.

Write us for particulars.



THE IMPERIAL VARNISH & COLOR CO.
WINNIPEG TORONTO VANCOUVER
CANADA

14 Years A Dealer But Finds No Better Fence Than PEERLESS

Read This Letter

Forestville, Ont., Jan. 13, 1913

The Banwell-Hoxie Wire Fence Co.,
Hamilton, Ontario

Dear Sirs:—I have been in the fence business for the last fourteen years putting up fence for farmers and have erected as high as four thousand rods per year. I have put up a good many different makes of fence but can positively say that "The Peerless" has given the best satisfaction taking into consideration even wire, no slack wires, no wires breaking, no wires rusting, and fence holding its tension which keeps the fence tight. "Peerless Fence" that I put up six years ago with posts thirty feet apart is tight and free from rust and does not sag.

Truly yours, E. G. Hooner

He's but one of the thousands of satisfied Peerless dealers—satisfied there's no better, no more profitable, no bigger producer of return orders than Peerless Fencing. His Peerless Fence agency is one of his biggest assets. If you had it you would say the same.

Peerless Farm Fence

is made of Open Hearth steel wire—heavily galvanized in such a thorough manner that it will not flake, chip or peel off. The wires are tough, elastic and springy and will not snap or break under sudden shocks or quick atmospheric changes. The joints are securely held with the "Peerless Lock" which will successfully withstand shocks and strains and yet, it can be erected on the most hilly and uneven ground without buckling, snapping or kinking. We also build a full line of poultry fence, ornamental fence and gates.

We Offer You This Coveted Agency

If you are located in our unassigned territory, we want to offer you the selling rights for this remarkable fencing. We want to add you to our list of satisfied, money making agents. We have a very attractive agency proposition. Want it? A postal brings it. Write today—now.

Banwell-Hoxie Wire Fence Co., Ltd.
Winnipeg, Manitoba
Hamilton, Ontario

Winnipeg Hardware Quotations

ANVILS.

Peter Wright, 80 lbs. and up, 11½¢ per lb.; clip horn, 12½¢.

AUGER BITS.

"Irwin" bits, 45 per cent.; common, 70 and 10 per cent.

AXES.

H. B., 1 lb., \$6.25 per doz.; 1½ lb., \$6.65; 2 lb., \$6.90; 2½ lb., \$7.50; 3 lb., \$7.75; 3½ lb., \$8.00; 4 lb., \$8.00; H. B. Handled Axes, 2 lb., \$8; 2½ lb., \$9.50; 3 lb., 3½ lb. and 4 lb., \$10; Black Prince Axes, unhandled, \$8.00; Black Prince axes, handled, \$10.25; Bench axes, 35%; Broad axes, 5 to 7½ lb., \$28 per doz.; 7½ to 9 lb., \$30.80.

BARS, CROW.

\$4 per 100 lbs.

BAR IRON.

Bar iron, \$2.50; Swedish iron, \$4.25; sleigh shoe steel, \$2.85; spring steel, \$3.40; machinery steel, \$3.75; tool steel, Black Diamond, 100 lbs., \$2.50.

BELTING.

Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting, 66 2-3% off the list.

No. 1, 66 2-3% off list.
Standard, 60 and 10% off list.
The "double" list is just twice the price of "single."

BELT LACING.

In sides, tanned, \$1 per lb.; cut, \$1.10 per lb.; rawhide, sides, 95¢; cut, \$1.05.

BLOCKS.

Steel, 50 per cent.; wood, 60 p. Steel, 50%; wood, 60%.
Wood, tackle, common, 60%.

BOLTS.

Carriage, ¾ and smaller, 60%; 7-16 and larger, 50%; machine, ¾ and under, 60%; 7-16 and over, 50%; machine set screws, 65%; plough bolts, 45%; nuts, small lots, 2¢ off; case lots, \$2.75 off; stove bolts, 77½%; sleigh shoe bolts to ¾, 50%; 7-16 and up, 40%.

BUILDING PAPER.

Tarred, 57½ to 88¢ per roll, according to quality; plain, 45 to 72¢; tarred, felt, 8 and 10 oz., \$2.60; 16 oz., \$2.85 per 100 lbs.

BUTTS.

Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.

Coll. 3-16 in., \$10.00; ¼, \$7.25; 5-16 \$5.85; ¾, \$5.00; 7-16, \$4.75; ¾, \$4.50; 9-16, \$4.50; ¾, \$4.40; ¾, \$4.25. Logging, 5-16, 6¼¢; ¾, 5¼¢; Tie out, 70 and 10 per cent.

CURNS.

Barrel, No. 0, \$5.13; No. 1, \$5.13; No. 2, \$5.70; No. 3, \$6.27; No. 4, \$4.71 each.

CLEAVISES, MALL.

7½¢ per lb.

COPPER.

Sheet and planished copper, 34¢ per lb. Tinned, 27¢. Braziers' soft copper, 10-24 fl., 26¢; 27¼¢.

DRILLS.

Bit Stock, 60 per cent.; Blacksmith, ½ in. round shank, 55 p.c.

ENAMELWARE.

Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60%.

FERRULES AND RINGS.

30 per cent. off.

FILES.

American, 70 and 12½%.

Nicholson's, 65%.

FIXTURES.

Stall hollow bar, No. 3, \$1.

GALVANIZED WARE.

37½ per cent.

GASOLINE.

Painters' naphtha, bbls., 21¢ per gal.; \$3.45 per case.

GLASS, WINDOW.

	Single	Double
Up to 25 in.....	5 25	7 00
26 to 40	5 15	7 15
41 to 50	6 25	8 15
51 to 60	6 15	8 15
61 to 70	7 25	10 15
71 to 80	7 15	11 15

GLASS (Plate).

35% off f.o.b. Regina, Winnipeg, Calgary, and Edmonton.

GRANITESTONES.

per 100 lbs., \$1.75.

Mounted on steel frames, \$4.50

RINGS.

Light T and strap, 60%.

Corrugated strap, in bulk, 4, 5, 6, 8, 10 and 12, 50¢, \$1.05, \$1.40, \$2.20, \$3.40, and \$5.20.

Corrugated strap, 4, 5, 6, 8, 10, and 12, 50¢, \$1.05, \$1.40, \$2.20, \$3.40 and \$5.20.

HORSESHOES.

Iron, No. 0 to 1, \$1.90; No. 2 and larger, \$1.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel, No. 0 to 1, \$5.30; No. 2 and larger, \$5.10; leatherweight, \$6.50.

JACKSCREWS.

60 per cent. off list.

KNOBS.

Door, 307, \$1.20.

IRON BAND.

1½ in., \$2.85; 1¼, \$2.85; 1 in., \$2.95.

IRON, GALVANIZED.

Apollo and "Queen's Head."

10½ oz. or 28 Eng. 4 75 5 10

28 Am. or 26 Eng. 4 50 4 85

26 Am. or 26 spec. 4 25 4 60

24 Am. and Eng. 4 10 4 45

22 Am. and Eng. 4 10 4 45

18 & 20 Am. & Eng. 4 00 4 30

16 Am. and Eng. 3 85 4 15

IRONS, SAD.

Common Sad Irons, 8 lbs. and 6¢ per lb.; 4 lbs., 7½¢ per lb.

Mrs. Pott's No. 55, set..... 9 95

Mrs. Pott's No. 50, set..... 1 00

Asbestos Sad Irons.

No. 100, set 1 80

No. 70, set 1 65

Mrs. Pott's common sad iron handles, 85¢ a dozen. Mrs. Pott's improved, \$1.05 a dozen.

LANTERNS.

No. 2, plain 7 25

No. 20, X-ray 11 00

No. 22, Dash-board 9 75

Trulite short globe, doz.... 7 25

LEAD PIPE.

\$7.50 coll; less coll, \$8 cwt.

LEAD WASTE.

\$8 to \$8.50 per cwt.

LINSEED OIL.

Raw, per gal., 66¢; boiled, per gal., 69¢.

These prices are for barrels. Less amounts 5¢ per gal. extra, with additional charges for cans, etc.

LOCKS.

Peterboro and fittings, 45%.

MATTOCKS.

Pick, \$5.75; cutter, \$5.75.

NAILS.

Wire, f.o.b. Fort William, \$2.40 base; Winnipeg, \$2.80 base. Cut, f.o.b. Winnipeg, \$3.35.

NAILS, HORSE.

Capewell, 10 and 5 off list.

NETTING.

Poultry, 50%.

NUTS.

Square and hex., small lots, f.o.b. \$2 off; case, \$2.75 off.

OIL CANS.

Gal. Tinvanized

½ gal., dome top....\$2 10 \$3 04

1 gal., dome top.... 2 55 3 42

2 gal., dome top.... 3 97 4 55

3 gal., dome top.... 5 10 7 35

5 gal., dome top.... 6 34 8 25

OILS.

Silver Star oil, 18½¢ gal.; Royalite oil, 16¢ gal.; Palatine oil, 18½¢ gal.; Capital Cylinder, 56¢ gal.; Standard gas engine oil, 41¢; Polarine oil, 60¢ gal.; Prairie Harvester oil, 30½¢ gal.

DRY COLORS.

Yellow ochre, in bbl. lots, 2½¢; less than barrel lots, 3¢; golden ochre, barrels, 3½¢; less than barrels, 4½¢; Venetian red, barrel, \$2; less than barrels, \$3; American vermilion, 12¢; English vermilion, \$1 per lb.; Canadian metallic oxides, barrel lots, 3½¢; English purple oxide, in casks, 3½¢; less quantities, 4¢ per lb. Red lead, kegs, \$8.50. 9¢ lb. for less.

PARIS GREEN.

1 lb. pkgs., 21½¢. small lots and cases.

PICKS.

Clay, 6-7, \$4.50 per dozen.

PIPE, IRON.

¾ inch, \$3.50; ¾ inch, \$3.60; 1 inch, \$4.20; 1¼ inch, \$5; 1 inch, \$7.35; 1¼ inch, \$9.90; 1½ inch, \$12; 2 inch, \$16; 2½ inch, \$25.60; 3 inch, \$33.45.

IRON PIPE.

Black, ¾ inch, \$2.50; ¾ inch, \$2.60; 1 inch, \$3.20; 1¼ inch, \$3.75; 1 inch, \$5.50; 1¼ inch, \$7.45; 1½ inch, \$8.90; 2 inch, \$12; 2½ inch, \$19.25; 3 inch, \$25.15; 3½ inch, \$30.25; 4 inch, \$35.50; 4½ inch, \$42.85; 5 inch, \$49.75; 6 inch, \$64.40.

PLASTER.

Paris, per bbl., \$3.25.

PLATES, CANADA.

Half polish, 6-7 inch, \$3.50; 8 inch, \$3.75; full polish, 6-7 inch, \$4.50; 8 inch, \$4.75. Black sheets—28 gauge, \$3.60; 26, \$3.45; 24, \$3.35; 22, \$3.35; 18-20, \$3.35; 14-16, \$3.10; 10-12, \$3.15.

PLOW SHARES.

10¢ per lb.

POINTS.

Landslide plow, 1½ x 14 in., \$1.75 per dozen.

PULLY.

Casks, \$2.50 per 100 lbs., gross weight; bladders, in barrels, \$3.15; bladders, 100 lb. cases, \$3.40.

RAPS.

Helers' 70 and 5 per cent.; Helers' horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.

Iron rivets, 55 per cent.; copper, No. 8, 32¢; 10, 35¢; 12, 37¢; copper burrs, No. 8, 44¢; 10, 47¢; 12, 51¢; copper rivets and burrs, No. 8, 36¢; 10, 38¢; coppered, No. 8, 17¢; 10, 18¢.

ROPE.

Sisal, 10½¢ base; pure Manila, 15½¢ base; British Manila, 12¢ base; lath yarn, 9½¢ base.

SAWS, BUCK.

Happy Medium and Watch Spring, \$4.25; Lance Tooth or Lightning blades, \$6.50; New Century, \$6.50; Maple Leaf, \$5.25; Prince Rupert, \$8.00.

SCALES.

Standard scale, 25 per cent. off; Union scale, 45 per cent. off. Both quotations f.o.b. Winnipeg.

SCREWS.

Bright iron round head, 80, 10 and 5 per cent.; flat head, 85, 10 and 5 per cent.; round head, brass, 70, 10 and 5 per cent.; flat head, brass, 75, 10, 5 per cent.; coach, 60 per cent.

SCYTHES.

Brush, \$8.25.

Grass, \$7.25 to \$8.50.

SHOT.

Soft, \$9.25 per 100 lbs.; chilled, 9.65; buckshot, \$10.05; ball, \$10.45.

SHEET ZINC.

Cask lots, 10½¢; small lots, 10¼¢.

SHOVELS AND SPADES.

Jones polished, \$8.10 per doz.; Fox & Olds, \$7.10 per doz.; Scoops, D-handled, "Black Cat," No. 3, \$7.70; No. 4, \$8.20; No. 5, \$8.50; No. 6, \$8.75; No. 8, \$9.25; No. 10, \$9.80.

SNATHS, SCYTHE.

Grass, No. 2, \$7.25; brush, No. 1, \$8.25.

SOLDER.

per pound, 25 to 26 cents.

SPIKES.

Pressed, ¼ in., \$4.50; 5-16, \$4.15; ¾, \$3.90; 7-16, \$3.80; ½, \$3.75; ¾, \$3.75.

STAPLES.

Bright wire per cwt., \$2.50 at Fort William, \$2.90 Winnipeg; galvanized staples, \$3.15 Winnipeg.

STEEL.

Sleighshoe, \$2.85 base per cwt.; plow, common, \$4.50; crucible plow, \$5.50; angle, \$3.25; harrow, \$3.25 base; cast, octagon tool steel, 8½¢ base; square tool steel, 9¼¢ base; spring, \$3.40; machine, \$3.75 base; tire, \$3.00.

STEEL SQUARES.

40 per cent. off new list.

STOVE PIPE.

Rivet. Paten'd

6 in., per 100 ft.... 9 00 9 05

7 in., per 100 ft.... 9 50 9 75

STOVE PIPE ELBOWS.

6 inch, per doz. 1 42

7 inch, per doz. 1 59

8 inch, per doz. 2 37

TACKS.

Carpet, 75-10 per cent. off list.

TIES.

Cow, 35 per cent.

TIN AND TIN PLATE.

Block tin, 58¢ per lb.

Per Box

20 x 28 I.C. 10 00

20 x 28 I.X. 12 00

20 x 28 I.X.X. 14 00

Terne Plates 10 00

TOOLS, HARVEST.

Ordinary, 50 per cent.

TURPENTINE.

Per gal, barrel lots, 75¢.

VARNISHES.

Per gal. cans

Carriage No. 1 1 75

Elastic Oak 1 90

Furniture No. 1 1 00

Gold size Japan 2 25

Turps, brown Japan 1 00

Crystal Damar 2 30

Oilcloth 2 25

Granitine floor finish 2 25

Pure white shellac varnish 2 20

Pure orange shellac varnish 2 00

Luminette 2 00

Best wearing body 5 00

Best gearing varnish 4 00

Extra light hard oil 1 90

WASHERS.

Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

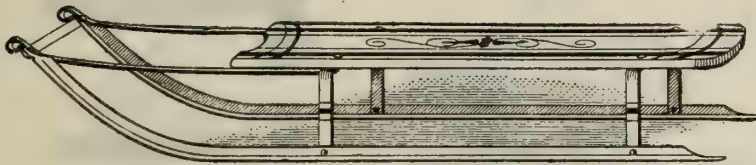
OUT OF DOORS IN WINTER

is made enjoyable in many ways. Keenest pleasure may be taken if one is properly equipped. Be prepared to supply your customers with



**Snow-shoes
Skates
Sleighs
Cutters
Skis or
Sweaters**

They are all good
Christmas Gifts.

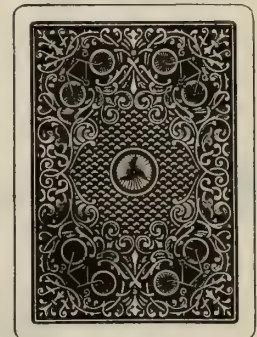
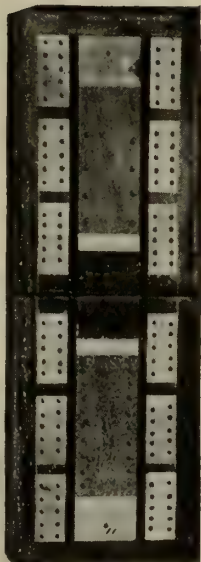


For the Long Winter Evenings In Doors
the trade demands

**Cribbage
Checkers
Crokinole**

**Cards
Carrom or
Boxing**

**PROFITABLE GOODS
YOU SHOULD STOCK**



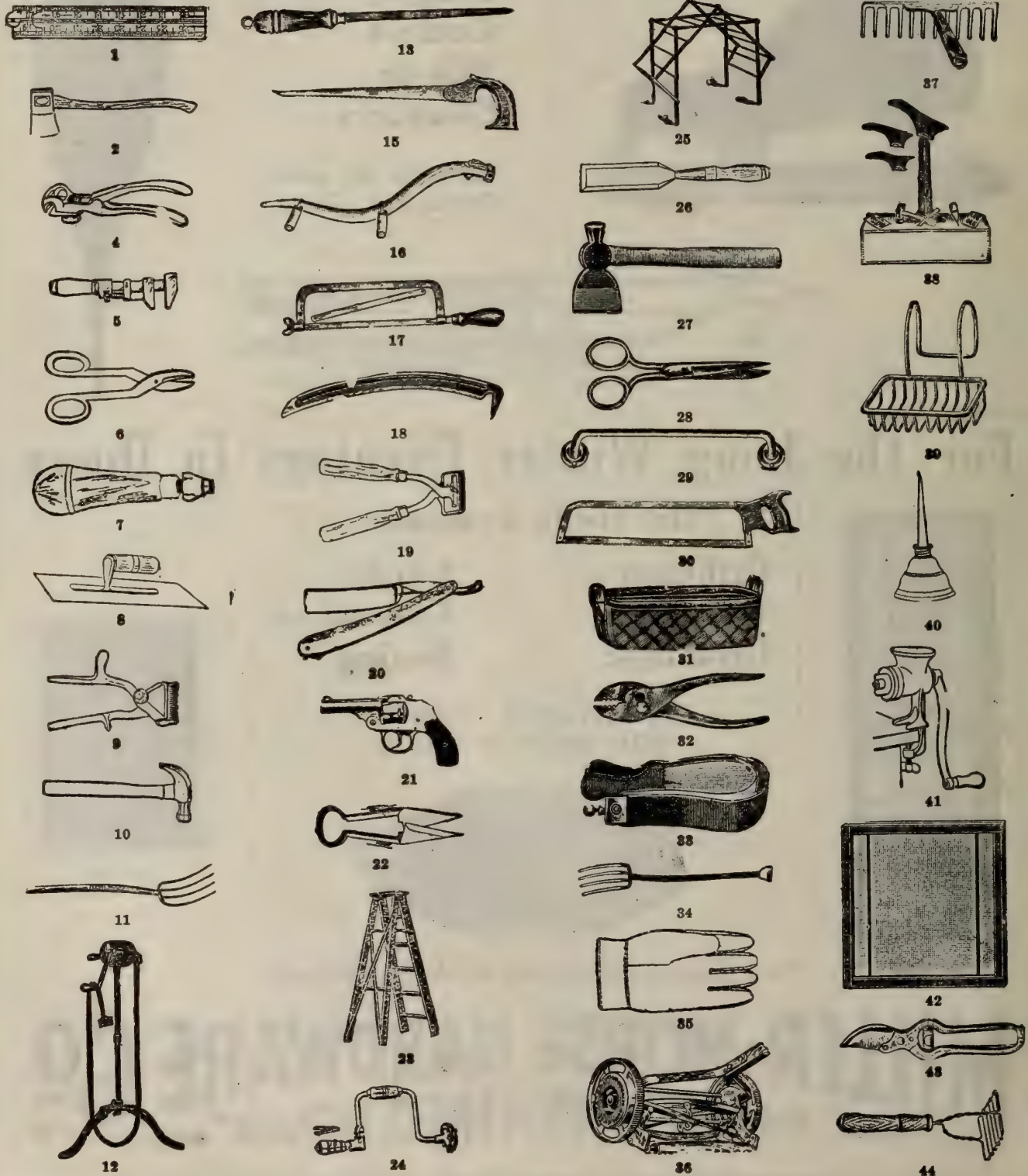
MODEL BACK.
808. Bicycle.

Your Express Orders will be Shipped Promptly.

MILLER-MORSE HARDWARE CO. LIMITED
"THE BIG WINNIPEG HOUSE"

Hardware and Metal's Electro Service

At the request of many of our readers and in order to assist Canadian hardwaremen in such a manner as to make it easy for them to use illustrations of staple hardware lines in their newspaper, circular or catalogue advertising. Hardware and Metal's editorial department has instituted a new service, viz., the supplying of electros of staple hardware lines at a reasonable price. Many merchants claim that the electros they have on hand are of such large proportions and occupy such large space that their use is almost prohibitive on account of the cost of newspaper space. By using small electros of seasonable goods the merchants will be able to feature several lines in one advertisement at a very reasonable cost. Hardware and Metal will from time to time publish seasonable advertising suggestions in which electros here shown will be used. In ordering electros be sure and order by numbers. Price of electros shown on this page is 15c each. Cash with order. Address all orders to Hardware and Metal, 143-153 University Ave., Toronto, Ont. Series No. 1.



HARDWARE AND METAL'S ELECTRO SERVICE—ASSORTMENT No. 2



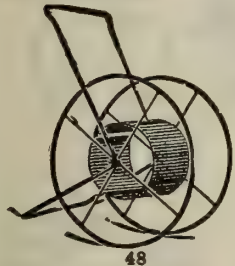
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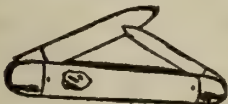
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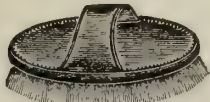
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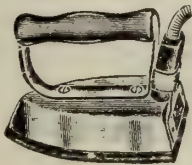
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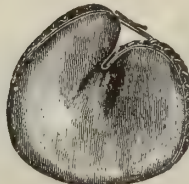
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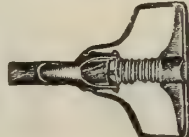
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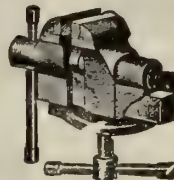
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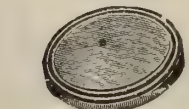
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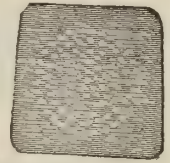
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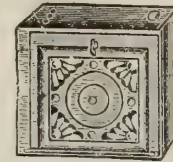
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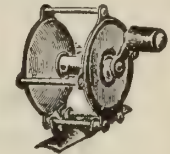
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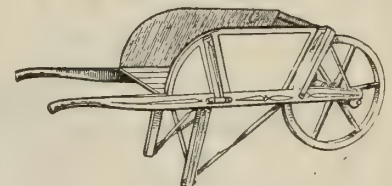
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82



83

Electros on this page will be supplied at 15 cents each. Cash with order. Be sure and order by number.

Address all orders for cuts to

Hardware and Metal, 143-153 University Ave., Toronto, Canada

HARDWARE AND METAL'S ELECTRO SERVICE—ASSORTMENT No. 3



Electros on this page will be supplied at 15 cents each. Cash with order. Be sure and order by number.

Address all orders for cuts to
Hardware and Metal, 143-153 University Ave., Toronto, Canada

EXPLANATION TO READERS

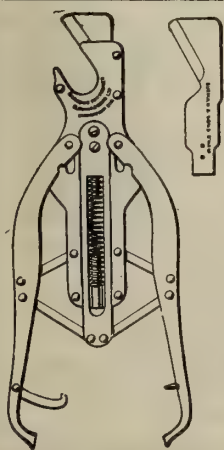
On the opposite page appears Hardware and Metal's Electro Assortment No. 3. It was our intention to publish Assortment No. 4 on this page, but owing to an engraver's error assortment was not ready at the time of going to press. Assortment No. 4 will therefore appear next week.

CHAINS

Made in Canada

We manufacture all kinds of lap-welded chains—Boom, Log, Stretcher, Wrecking, Crane and Dredge chains, etc. Satisfaction guaranteed in all of our products. Write us for price lists.

The Canada Chain Co., Ltd.
SARNIA, ONTARIO



THE "BARROWS" PRUNER

Special Features:—

A perfectly easy and smooth "draw-cut" action.
Immense power by lever blade and toggle motion.
Detachable blades.
The only pruner that does not pinch or squeeze the shoot.
Made by Burman & Sons, Limited, Birmingham, England.

Trade supplied by
B. & S. H. THOMPSON & CO.
MONTREAL Limited



"SUN"

Brass Blow
Pipe

for Plumbers, Paint-
ers and Electricians

IT DOES
THE WORK
AND IT
LASTS

"SUN" Brass Blow Pipe
is what they all want.

Made of the best brass the market affords. Send for Catalog of "Sun" Lamps and "Sun" Hollow Wire Lighting System.

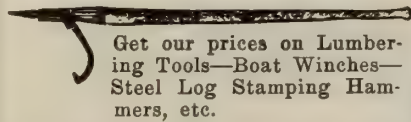
They're "sellers" because they're giving satisfaction all over the world.

Sun Light Company

1525 Market Street, Canton, O., U.S.A.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

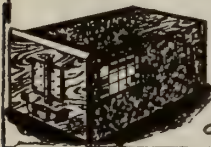


Get our prices on Lumbering Tools—Boat Winches—Steel Log Stamping Hammers, etc.

ARGALL BROS., - - General Ironworkers
Estb. 1860 Three Rivers, P.Q.



Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the **BENNETT STEEL HARDWARE SHELF BOX**.
Saves 20% Shelf Room over wooden boxes.
Write for Catalogue and Price List.
CAMERON and CAMPBELL Toronto

100 Years of Peace

Between the United States and Canada **WALKER'S CORK SCREWS** have been sold in Canada for a quarter of that time, and more of them will be sold because they are all guaranteed not to bend or break in use.

All jobbers in Canada have them in stock. Insist on getting "Walkers." Our 1914 catalogue should be in every hardware store. Write us for it.
ERIE SPECIALTY COMPANY, Erie, Pa., U.S.A.



HERCULES SASH CORD



THE BEST MADE

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine
All Wholesale Dealers Sell Them

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.



The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



Write for a catalogue of Feed Cookers, made in all sizes, **James Bros. Foundry Co., Perth, Ont.** Western Representative **A. E. Hinds & Co., 420 Chamber of Commerce, Winnipeg, Man.**

Malleable Iron Castings

for Carriage and Special Castings of all Kinds

Manufactured by

P. KYLE

MERRICKVILLE, ONT.

A want ad. in this paper will bring replies from all parts of Canada.



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 16-in., in handsome Colors.

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to **Henry T. Seymour Shear Co.**

Selling Agents, **WIEBUSCH & HILGER, Ltd., New York**
A. MacFARLANE & CO. Montreal
Canadian Agents

BOLTS, RIVETS, WIRE & WIRE NAILS

Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

THE "WANT AD."

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Metallic Nickel

SHOT, BLOCKS, INGOTS

ALSO
**ELECTROLYTIC
NICKEL**

(99.80% PURE)

Prime Metal for the
manufacture of Nickel
Steel, German Silver,
Anodes and all Alloy
purposes.

**THE INTERNATIONAL
NICKEL COMPANY**

43 Exchange Place NEW YORK

**NOVASCOTIA STEEL
& COAL CO., Limited,**
NEW GLASGOW, N.S.

Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN
OPEN HEARTH STEEL



OAKLEY'S

The original and only
Genuine Preparation
for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of

Emery, Black Lead Emery Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

LONDON

High Grade

Our iron bars are tough, fibrous
and corrosion-resisting, just such
bars as your blacksmith friends
want to use. Why not carry them
in stock for your customers, or if
you prefer, have them direct
shipped from the mill?

London Rolling Mill Co.,
Limited
LONDON, - ONTARIO

SALES AGENTS

Manitoba — Bissett &
Loucks, Ltd., Winnipeg
British Columbia—
McPherson & Teetzel,
Vancouver.

DRIVE WELL POINTS



All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches.
All numbers of gauze from 60 to 120 mesh.
Also Tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes,
Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps,
Brass Wire Cloth, and Perforated Sheet Brass, Pump Leathers, Rod Couplings, Tank Lugs.

PROMPT SHIPMENTS

Otterville Manufacturing Co., Limited, Otterville, Ont.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

Agents: **A. RAMSAY & SON COMPANY, Montreal.**

You can talk across the continent for two
cents per word with a WANT AD.
in this paper.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

FOR SALE

"HARDWARE" OLD ESTABLISHED. VERY profitable. Easy terms. This is a real opportunity. Apply to Box 116, Hardware and Metal, Toronto. (tf)

HARDWARE — LOCATED IN THE MOST prosperous city of Eastern Townships. Within a few hundred feet of big industries. Stock about \$2,500. Exceptional opportunity. Good reason for selling. Investigate at once. Address Box 141, Hardware and Metal, Toronto. (47)

WANTED

Traveling Salesman Wanted.

Paint manufacturing firm wants salesman who can get results, in territory west of Winnipeg. Would prefer one with western connections and knowledge of paint business.

Box 147, Hardware & Metal.

TRAVELLER WITH EXCELLENT CONNECTION with furnace and sheet metal trades in Toronto, requires lines on commission; best of references. Box 145, Hardware & Metal, Toronto. 48

MANUFACTURERS' AGENT WITH 15 years' experience of British Hardware trade and 3 years' Canadian experience, is desirous of returning to England with a view to representing a firm of Canadian Hardware Manufacturers over there. Reply to Box 143, Hardware and Metal, Toronto. 46

AGENCIES WANTED — **EASTERN MANUFACTURERS** looking for energetic Western agent to handle lines on commission; best references. Apply to H. S. Mussett, 304 Hammond Bldg., Winnipeg, Man.

SITUATIONS WANTED

WANTED — **POSITION AS MANAGER OR head clerk.** Have had sixteen years' retail hardware experience and know the business. Would buy interest if services proved satisfactory and the business was satisfactory to me. Apply to Box 146, Hardware & Metal, Toronto. (47)

SITUATIONS VACANT

WANTED—RELIABLE, ENERGETIC MAN to secure subscriptions and renewals to MacLean's and Farmer's Magazines. Good income guaranteed to capable person. Apply by letter, stating qualifications, to The MacLean Publishing Company, Limited, 143-153 University Ave., Toronto, Ont.

MISCELLANEOUS

DO YOU WANT TO SELL OR BUY A business? If so, write Moore Bros., Business Brokers, 802 Lumsden Bldg., Toronto, Ont. (47)

THE NATIONAL CASH REGISTER COMPANY guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE—BY installing an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fensom Elevator Co., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

A want ad. in this paper will bring replies from all parts of Canada.



"Learn Up-To-Date Pattern Drafting." Assure Yourself Steady Work.

Learn it systematically; get our **METHODS**; we cover every branch of work completely—your work.

WE ARE AUTHORIZED TO STATE AND **ADVERTISE** THESE HOME STUDY COURSES ARE APPROVED BY THE NAT'L S. M. CONTRACTORS' ASSOCIATION.

We instruct Individuals and local classes by Home Study.

Full particulars sent you free. Come, write for it now.

THE NATIONAL SCHOOL
3555 Olive Street, St. Louis, U.S.A.



PUMPS
ALL KINDS
HAY TOOLS
BARN DOOR
HANGERS

For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name **MYERS** as a guarantee of durability, reliability and serviceability. **WRITE.**

F. E. Myers & Bro., Ashland, Ohio
J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches

Make Use of This Page for all Your "Wants"

HARDWARE AND METAL, 143 University Ave., Toronto, Ont.

Enclosed find \$....., for which insert following advertisement in your "Want" Ad. Page times. (For Rates see top of this page.) (Each figure counts as one word)

.....
.....
.....
.....
.....
.....

Signed

Town Province

Big Profit and Satisfaction in Selling

"AYLMER" Force Pumps



They are certain to sell easily because it has several advantages over the ordinary style.

Has longer stroke, more power, and works easier.

While designed for hand use it can be readily converted into a Windmill Pump by the addition of a flat bar, which screws into the cross head at top.

It will be to your interest to write for full particulars now.

**Aylmer Pump and Scale
Company, Limited**
Aylmer, Ont., Canada

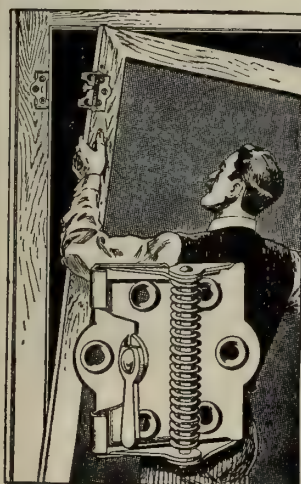
WRITE FOR FREE SAMPLE of the most effective WEATHER STRIP made

Our Weather Strip thoroughly excludes wind, cold, rain, dust and snow, and the fact that the felt is glued to the bottom of the moulding, makes it the only dust-proof weather strip on the market. If your jobber cannot supply you, write us direct.

W. J. Dennis & Company
2222 West Lake St., CHICAGO.

NAIL
Passes
through
both
Moulding
and Felt

THE DENNIS
"CLINCHER"
FELT WEATHER STRIP



JIFFY
Detach-
able
Screen
Door
Hinge

Patented

Illustration shows door being hung without tools. Pull the lever and it's done. No more trouble with screws—the parts have only to be screwed on once. Nothing to equal it for WINTER STORM DOORS, as well as SCREEN DOORS. Made in all finishes, twelve pairs packed in a box.

Be sure and have your jobber show you this hinge before buying others, or WRITE FOR SAMPLE TO

SAUNDERS & WAINWRIGHT
St. Nicholas Bldg. Montreal

BALLISTITE

Smokeless Powder

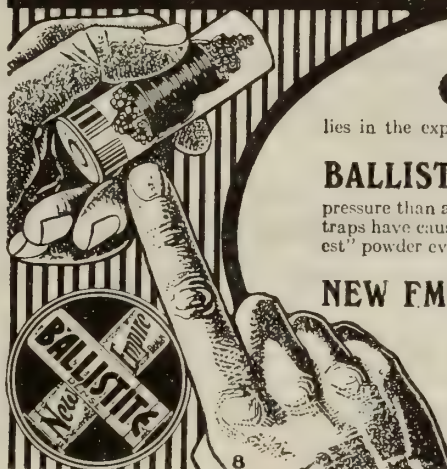
The Life of the Load

lies in the explosive. Less of Ballistite is required than any other powder.

BALLISTITE (DENSE) is a waterproof powder of high velocity yet with lower breech pressure than any made. Its successes in the field and at the traps have caused it to be known far and wide as the "fastest" powder ever put into shells. Uniform under all conditions. Will not deteriorate.

NEW EMPIRE (BULK)—in demand with all who prefer an easy load.

At Your Dealer's
in any shell loaded in Canada.



This is what we're telling sportsmen in
our big advertising campaign

Order your next supply of Shells with these loads

Write for full particulars,

Nobel's Explosives, Ltd., 244 Chambers of Commerce
WINNIPEG

John Wanamaker says that advertising doesn't jerk—it PULLS. He ought to know, and yet some men think that advertising should go against all rules and precedents and jerk them to success with one tremendous yank.

How to Invest Money

By GEORGE GARR HENRY

One of the most useful and easy-to-read books ever written on the elementary principles of investment.

Will save the ordinary investor many mistakes. Price, prepaid, 75c. Insure your capital by ordering this book at once from

TECHNICAL BOOK DEPARTMENT

MACLEAN PUBLISHING COMPANY, Limited

143-153 University Avenue, Toronto

CLASSIFIED LIST OF ADVERTISEMENTS

Insertion of advertisers' names in this Classified Index is not a part of the advertising contract. It is a service we give free, and it is printed solely for the convenience of our readers.

- Abrasive Wheels.**
The Adamite Wheel & Mfg. Co., Hamilton.
Carborundum Co., Niagara Falls, N.Y.
- Aluminaum.**
British Aluminum Co., Toronto.
- Aluminum Ware.**
Hoods, Ltd., Birmingham, Eng.
Northern Aluminum Co., Toronto.
Sheet Metal Products Co., Toronto.
- Aluminum, Alloy, Ingot, Sheet, Wire.**
British Aluminum Co., Toronto.
- Ammunition.**
Dominion Cartridge Co., Montreal.
Hercules Powder Co., Wilmington, Del.
Remington Arms Union Metallic Cartridge Co., New York.
Eley Bros., Transcona, Man.
- Animal Traps.**
Oneida Community, Ltd., Oneida, N.Y.
- Anchors.**
Henderson & Richardson, Montreal.
- Annunciator Systems.**
Northern Electric Co., Montreal.
- Anvils.**
Brooks & Cooper, Sheffield, Eng.
- Ash Sifters.**
Burrows Mfg. Co., Toronto.
J. Samuels, Toronto.
Soren Bros., Toronto.
- Auger Bits.**
A. C. Leslie Co., Montreal.
Ford Auger Bit Co., Holyoke, Mass.
Russell Jennings Mfg. Co., St. Catharines.
- Auto Accessories.**
E. T. Wright Co., Ltd., Hamilton.
Canadian H. W. Johns-Manville Co., Toronto.
Novelty Mfg. Co., Waterbury, Conn.
- Auto Lighting Systems.**
Can. H. W. Johns-Manville Co., Ltd., Toronto.
- Axles.**
J. J. Coghlin, Montreal.
- Bar Pitt Metal.**
Canada Metal Co., Toronto.
Alonso W. Spooner, Ltd., Port Hope.
Tallman Brass & Metal Co., Hamilton.
- Bags and Sacks.**
Scythes & Co., Toronto.
- Balits, Spoon.**
The Andrew B. Hendry Co., New Haven, Conn.
- Bar Iron.**
Canadian Tube & Iron Co., Montreal.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Hamilton.
London Rolling Mills Co., London.
- Bar Iron and Steel.**
Dominion Iron and Steel Co., Ltd., Sydney.
- Bale-Ties.**
Laidlaw Bale-Tie Co., Hamilton, Ont.
The Stanley Works, New Britain.
- Bath Room Fittings.**
Can. H. W. Johns-Manville Co., Ltd., Toronto.
Landers, Frary & Clark, New Britain.
Novelty Mfg. Co., Waterbury, Conn.
- Batteries and Accessories.**
Can. H. W. Johns-Manville Co., Ltd., Toronto.
Northern Electric Co., Montreal.
- Bells.**
Taylor-Forbes Co., Guelph.
- Bells, Electric.**
Northern Electric Co., Montreal.
- Belting.**
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Gutta Percha & Rubber Mfg. Co., Toronto.
- Bicycles.**
Bown Mfg. Co., Birmingham, Eng.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
- Bird Cages.**
E. T. Wright Co., Ltd., Hamilton.
Andrew B. Hendry Co., New Haven.
- Bits.**
Ford Auger Bit Co., Holyoke, Mass.
Progressive Mfg. Co., Torrington, Conn.
Russell, Jennings Mfg. Co., St. Catharines.
- Binder Twine.**
Consumers Cordage Co., Montreal.
- Boils and Nuts.**
London Bolt & Hinge Works, London.
The Steel Co. of Canada, Ltd., Hamilton.
- Bollers and Radiators.**
Gurney Foundry Co., Toronto.
Taylor-Forbes Co., Guelph.
- Bolts.**
Northern Bolt & Screw Co., Owen Sound, Ont.
Canadian Tube & Iron Co., Montreal.
London Bolt & Hinge Works, London.
The Steel Co. of Canada, Ltd., Hamilton.
- Box Strapping.**
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain.
- Box Hinges and Locks.**
The Stanley Works, New Britain.
- Braces.**
Goodell-Pratt Co., Greenfield, Mass.
Miller's Falls Co., New York.
Stanley Rule & Level Co., New Britain.
- Brackets, Shelf.**
Atlas Mfg. Co., New Haven, Conn.
The Stanley Works, New Britain, Conn.
Canada Steel Goods Co., Hamilton.
Taylor-Forbes Co., Hamilton.
- Brakes, Metal Working.**
Brown, Boggs Co., Hamilton.
Steel Bending Brake Works, Chatham.
- Brass Goods.**
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
- Brass, Sheets, Tubes and Rods.**
Tallman Brass & Metal Co., Hamilton.
- Braziers.**
Clayton & Lambert Mfg. Co., Detroit.
- Bread Mixers.**
Landers, Frary & Clark, New Britain.
- Brushes.**
Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.
G. F. Stevens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.
- Builders' Tools and Supplies.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
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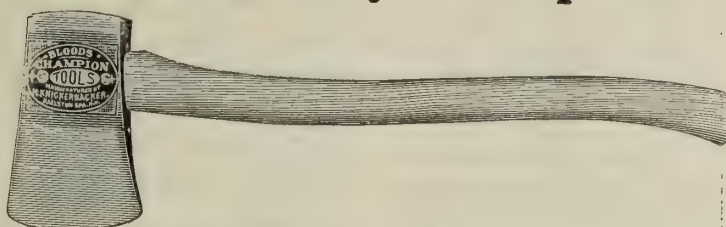
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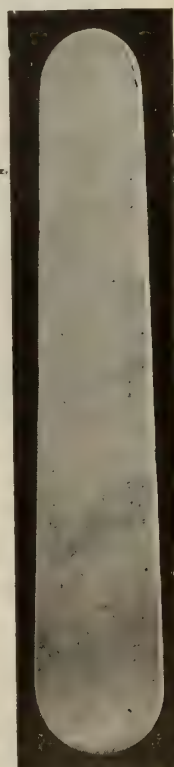
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Reels, Fishing.
Abbey & Imbrie, New York.

Refrigerators.

McClary's, London.
Sanderson & Harold Co., Paris.

Registers.

Kir-Ben, Ltd., Almonte.

Reinforcing Concrete.
Dominion Iron & Steel Co., Sydney

Rifles.

Ross Rifle Co., Quebec.
Taylor Forbes Co., Guelph, Ont.

Rivets.

Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.

Revolvers.

Iver Johnson's Arms & Cycle Wks., Fitchburg, Mass.

Roofing.

Canadian Supply & Con. Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
H. S. Howland & Sons Co., Toronto.
Lewis Bros., Ltd., Montreal.
Miller, Morse Hdw. Co., Winnipeg.

Roofing Supplies.

The Can. H. W. Johns-Manville Co., Ltd., Toronto.
Metallic Roofing Co., Toronto.
Miller, Morse Hdw. Co., Winnipeg.
Paterson Mfg. Co., Toronto.

Rope.

Consumers Cordage Co., Montreal.

Rules and Gauges.

Jas. Chesterman & Co., Ltd., Sheffield, England.
Inflin Rule Co., Windsor.
J. Rabone & Sons, Birmingham, Eng.
L. S. Starrett Co., Athol, Mass.

Sad Irons.

Taylor Forbes Co., Guelph, Ont.

Saws.

Disston, Henry, & Sons, Philadelphia.
Simonds Canada Saw Co., Montreal.

Scales.

Aylmer Pump & Scale Co., Aylmer.
Burrow, Stewart & Milne Co., Hamilton.

Screen Doors and Windows.

Sanderson, Harold Co., Paris, Ont.

Screen Door Sets.

P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Conn.

Screw Plates.

Butterfield & Co., Rock Island, Que.

Screw Driver Bits.
Buck Bros., Milbury, Mass.

Screws, Nuts, Bolts.

Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Screws, Wood.

Steel Co. of Canada, Ltd., Hamilton.

Scythe Stones.

The Carborundum Co., Niagara Falls, New York.

Shears, Scissors.

Henry T. Seymour Shear Co., New York.
G. F. Stephens & Co., Winnipeg.

Shelf Boxes.
Cameron & Campbell, Toronto.

Shellacs.

Berry Bros., Walkerville, Ont.

Shovels and Spades.

Lundy Shovel & Tool Co., Peterboro.

Sieves and Screens.

Canada Wire & Iron Goods Mfg. Co., Hamilton.

B. Greening Wire Co., Ltd., Hamilton.

Silencers.

Maxim Silencer Co., Hartford, Conn.

Silverware.

McGlashan, Clarke Co., Niagara Falls.
Meriden Britannia Co., Hamilton.
Oneida Community, Ltd., Niagara Falls.
Standard Silver Co., Toronto.

Snow Shovels.

The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.

Store Ladders.

Richards-Wilcox Canadian Co., London, Ont.

Solder.

Canada Metal Co., Ltd., Toronto.
Hoyt Metal Co., Toronto.
Northern Electric Co., Montreal.
Sheet Metal Products Co., Toronto.

Splicing Compound.

Can. H. W. Johns-Manville Co., Ltd., Toronto.
Northern Electric Co.

Sporting Goods.

H. G. Rowland, Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Thos. Davidson Mfg. Co., Montreal.

Sprayers.

Sheet Metal Products Co., Toronto.
E. T. Wright Co., Hamilton.

Springs.

B. J. Coghlin, Montreal.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

Spring Hinges, etc.

Chicago Spring Butt Co., Chicago, Ill.

Stains.

A. Ramsay & Son Co., Montreal.



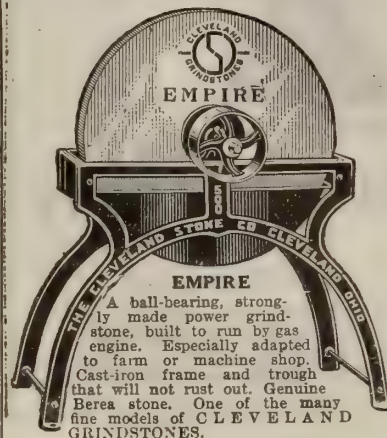
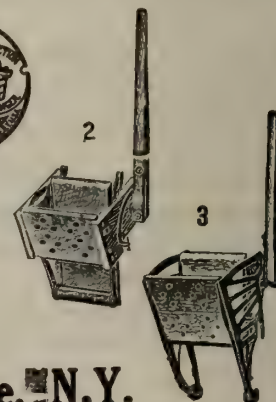
THE WHITE MOP WRINGER

always bears this trade-mark
LOOK FOR IT.

Janitors and Housekeepers praise these wringers, because they wring easily and neatly, are durable, practical and useful.

Ask your jobber for them or write to us.

White Mop Wringer Co., Fultonville, N.Y.



CLEVELAND GRINDSTONES

Sold only to Hardware and Implement Dealers

Cleveland Grindstones are the *only* Berea grindstones—the best abrasives in the world. Absolutely even grit—no soft spots or flint spots. Never wear humpy—and never glaze. Our experts of 50 years' experience select the right grit for your customers—no haphazard shipments. Our full guarantee covers every stone and assures you of fair treatment and quick delivery.

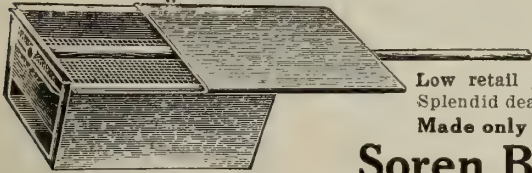
"How to Keep Mail Orders at Home"

A new booklet we have just issued to help dealers! Shows you exactly how to thwart the mail order man, and get the business you ought to have. A FREE COPY for you if you'll write for it! Write a postal to us TO-DAY!

THE CLEVELAND STONE CO., Leader-News Bldg., CLEVELAND, OHIO

The
"Daisy"
Makes
Quick
Sales

This is a strong, reliable sifter. Positively dustless and very easy to handle. Slight shaking separates ashes from valuable unburnt coal, into lower compartment. Ashes and coal removed without soiling the clothes.



Low retail price.
Splendid dealers' profit.
Made only by

Soren Bros.

545 King St. W., Toronto, Canada

FORD

An Auger Bit You Can Depend On. Fully Warranted
FORD AUGER BIT CO. HOLYOKE, MASS.

When writing to advertisers
kindly mention having seen
the ad. in this paper. : : :



ARCTIC METAL

The babbitt that wears well. Have you tried it?
Get a sample box from your dealer and prove it.

Tallman's reputation is in the goods.

Tallman Brass & Metal Co.
HAMILTON, ONT.

**Russell Jennings
Auger Bits**

Two styles
of shanks, —
three threads for
boring all woods

Patented by
Mr. Russell Jennings
in 1855

Russell Jennings Mfg. Co.

Chester, Conn.

The L. MARTIN CO.

MANUFACTURERS OF

PURE LAMP BLACKS

ORIGINATORS OF THE FAMOUS

**OLD STANDARD, EAGLE and
PYRAMID GERMANTOWN
BRANDS OF LAMP BLACK**

and Suppliers to 90% of the big
Paint Grinders who advertise in
this magazine, beg to announce that
their **English Factory** is now in a
position to take care of all Lamp
Black orders that cannot be shipped
from their United States factories.

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

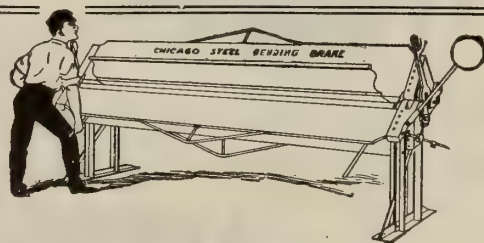
CUTLERY

By seeing that this exact
mark is on each blade.

REGISTERED TRADE MARK
* *
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL



CHICAGO STEEL BENDING BRAKES

(Made in all sizes)

Regarding the Steel Bending Brake we purchased last spring, are pleased to report that we are more than delighted with this machine, not only with the way it is constructed, but with the work it turns out. We formerly used a — brake, but are very glad indeed now that we have made the change. We get more speed and better results.
Yours truly,

THE McCLARY MFG. CO., C. E. Main, Manager
The Steel Bending Brake Works Ltd., Chatham. Ont

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Atkins

The Saw that has made good

Here is a chance to increase your Saw business. Let us tell you how. A letter or post card is sufficient.

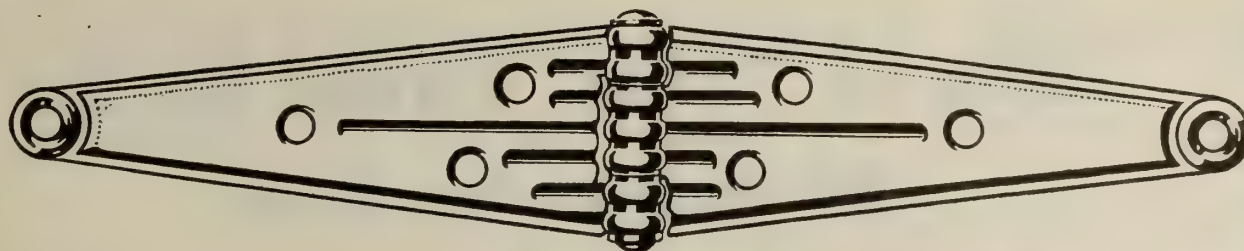
ATKINS Sterling SAWS

*For Every Purpose
A Perfect Saw*

E. C. ATKINS & CO.

Canadian Factory:
Hamilton, Ont.

Vancouver Branch:
109 Powell St.



STANLEY'S

The Hinge with the Corrugated Joint

A hinge wears at the joint, and the strength is not increased by merely ornamenting the surface. That is why we corrugate the joint, thereby greatly increasing the strength.

A Stanley Corrugated Hinge is stronger, lighter in weight, will wear longer, and is better looking than any other hinge made.

ASK YOUR JOBBER FOR

Stanley No. 935, Corrugated Heavy Strap Hinge
Stanley No. 937, Corrugated Extra Heavy T. Hinge

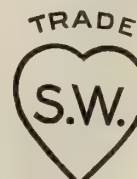
In bulk or packed one pair in a box, with screws.

ALL STANLEY PRODUCTS SHIPPED PROMPTLY

THE STANLEY WORKS
NEW BRITAIN, CONNECTICUT

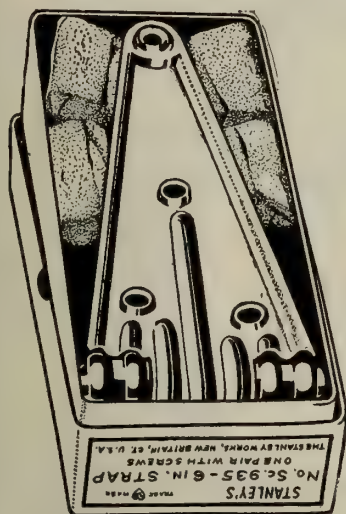
CANADIAN REPRESENTATIVES:

A. MACFARLANE & CO., CORISTINE BUILDING, MONTREAL



MARK

The Guarantee of Quality



A Box of Stanley's, No. 935

CLASSIFIED LISTS OF ADVERTISEMENTS

Stains, Shingle.

Berry Bros., Walkerville.
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Stains, Wood.

Berry Bros., Walkerville.
G. F. Stephens & Co., Winnipeg.
A. Ramsay & Son Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Staples.

B. Greening Wire Co., Ltd., Hamilton.
The Stanley Works, New Britain.
Steel Co. of Canada, Ltd., Hamilton.

Steel, Cold Rolled Strip.

The Stanley Works, New Britain, Conn.

Steel Wire Hoops.

Dominion Iron and Steel Co., Ltd., Sydney.
Steel Co. of Canada, Ltd., Hamilton.

Stencils.

Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
The Steel Metal Products Co. of Canada, Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.

Store Ladders.

F. E. Myers & Bro., Ashland, Ohio.

Stocks and Dies.

Butterfield & Co., Rock Island, Que.

Stoves, Furnaces.

Burrow, Stewart & Milne Co., Hamilton.
Gurney Foundry Co., Toronto.
Findlay Bros., Carleton Place.
Thos. Davidson Mfg. Co., Montreal.
Kir-Ben, Ltd., Almonte.
McClary's, London, Ont.

Stoves, Gas.

Burrow, Stewart & Milne Co., Hamilton.
Gurney Foundry Co., Toronto.
McClary Mfg. Co., London, Ont.

Taps.

Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.

Tacks.

Steel Co. of Canada, Ltd., Hamilton.

Tapes.

Can. H. W. Johns-Manville Co., Ltd., Toronto.
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.
J. Rabone & Sons, Birmingham, Eng.

Technical Books.

MacLean Publishing Co., Toronto.

Tents and Awnings.

Scythes & Co., Toronto.

Thrashing Tools.

Pratt & Whitney Co., Dundas, Ont.

Tiling, Wall and Floor.

Can. H. W. Johns-Manville Co., Ltd., Toronto.
The Barton-Netting Co., Ltd., Windsor, Ont.

Tin Plate.

A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.

Tinware.

Hoods, Ltd., Birmingham, Eng.

Tools.

Hoods, Ltd., Birmingham, Eng.
Ruck Bros., Milbury, Mass.
The Chapin Stephens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., New York.
Smith & Hemenway Co., New York.
Robt. Sorby & Sons, Sheffield.
Stanley Rule & Level Co., New Britain.

Tools, Metal Workers.

Brown-Rogers Co., Hamilton.

Tool Grinders.

Richards-Wilcox Canadian Co., London, Ont.

Torches.

Clayton & Lambert Mfg. Co., Detroit.

Tool Handles and Lumbering Tools.

J. H. Still Mfg. Co., St. Thomas.

Vacuum Cleaners.

Northern Electric Co., Montreal.
Onward Mfg. Co., Berlin, Ont.

Varnishes; See Paints.

Berry Bros., Ltd., Walkerville, Ont.
Imperial Varnish and Color Co., Toronto.
Pratt & Lambert, Bridgeburg.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Ventilators.

Metallic Roofing Co., Toronto.

Wall Plaster.

The Canadian H. W. Johns-Manville Co., Ltd., Toronto, Ont.

Wash Boards.

Wm. Cane & Sons Co., Newmarket.
Meakins & Sons, Hamilton.

Washing Machines, Etc.

J. H. Connor & Son, Ottawa, Ont.
Cummer-Dowsell, Ltd., Hamilton.
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
Northern Electric Co., Montreal.

Wagon Jacks.

Richards-Wilcox Canadian Co., London, Ont.

Washers.

Steel Co. of Canada, Ltd., Hamilton.
Wrought Washer Mfg. Co., Milwaukee.

Watering Cans.

Soren Bros., Toronto.

Wash Boilers.

Soren Bros., Toronto.

Weeders.

C. S. Norcross & Sons, Bushnell, Ill.

Whips.

Hamilton Whip Co., Hamilton, Ont.

White Lead.

Brandram-Henderson Co., Montreal.

Steel Co. of Canada, Ltd., Hamilton.

G. F. Stephens & Co., Winnipeg.

Wholesale Hardware.

Thos. Birkett & Son, Ottawa.

Caverhill, Learmont & Co., Montreal.

Howland, H. S., Sons & Co., Toronto.

Lewis Bros. & Co., Montreal.

Miller, Morse Hdw. Co., Winnipeg.

Window Guards.

Canada Wire & Iron Goods Mfg. Co., Hamilton.

B. Greening Wire Co., Ltd., Hamilton.

Wire Guards.

B. Greening Wire Co., Ltd., Hamilton.

Wire Door Guards.

B. Greening Wire Co., Ltd., Hamilton.

Wire, Iron, Steel, Brass and Copper.

Dominion Iron & Steel Co., Ltd., Sydney.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Laidlaw Bale Tie Co., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Wire.

Northern Bolt & Screw Co., Owen Sound, Ont.
Northern Electric Co., Montreal.

Wire Mats.

Andrews Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

B. Greening Wire Co., Ltd., Hamilton.

Kuhne-Anderton Co., Port Hope, Ont.

Wire Goods, Bright.

Steel Co. of Canada, Ltd., Hamilton.

Wire Goods.

Andrews Wire Works, Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Products.

Andrew Wire Works, Watford, Ont.
Dominion Iron & Steel Co., Ltd., Sydney.

Wire Rope.

The B. Greening Wire Rope Co., Ltd., Hamilton.

Wire Springs.

The B. Greening Wire Rope Co., Ltd., Hamilton.

Henderson & Richardson, Montreal.

Wire Stretchers.

Richards-Wilcox Canadian Co., London, Ont.

Wood Finishes.

Berry Bros., Walkerville.
G. F. Stephens & Co., Winnipeg.

Woven Wire Fencing.

Dominion Iron & Steel Co., Ltd., Sydney.

Wrenches.

Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barnes Mfg. Co., St. Catharines.

Sales of "Ross" Cadet Rifles

Will Stimulate Your Trade

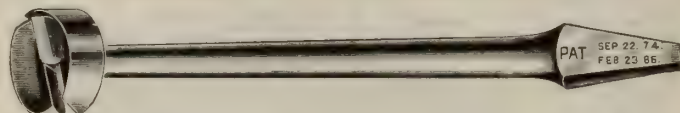
Cadet corps and clubs are forming everywhere and the Ross Cadet Rifle—.22 Calibre—is the arm officially recommended by the Canadian Government.

It is not merely good for drill but is a splendid gallery arm and affords opportunity for training in marksmanship on indoor ranges this winter.

Show them in your window.

WRITE FOR TRADE DISCOUNTS, Etc.

ROSS RIFLE CO. - Quebec, P. Q.



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

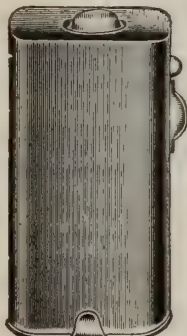
FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for Machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

"X Cell" Batteries

are a very profitable and durable line

The "X Cell" Batteries give a maximum of satisfaction in any service. It will be greatly to your advantage to boost them—and boost them strongly.



Our **FLASH LAMPS** give big service, and on account of their safety and convenience they are needed on farm and in town.

Give them a trial.



Order from your jobber.

The Canadian Carbon Co. of WINNIPEG, Limited
WINNIPEG, MAN.



Galvanized Steel Sheets

Apollo, Queen's Head Fleur-de-Lis.

Ask us about Apollo Keystone Copper-Bearing Sheets.

Drop us a card and we will send you our monthly stock sheet and full particulars.

The Roofers Supply Co., Limited Toronto, Ont.

Importers, Jobbers and Manufacturers



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

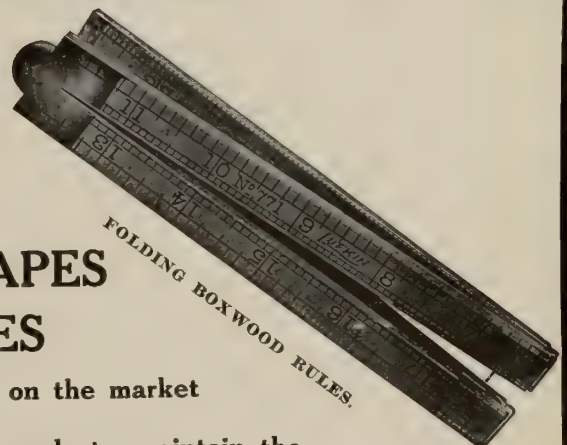
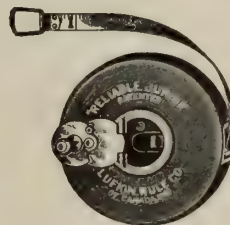
TORONTO

MONTREAL

WINNIPEG

CALGARY

VANCOUVER



MEASURING TAPES STEEL RULES

We make the most complete line on the market of goods of this kind.

Every one of our Tapes and Rules is made to maintain the reputation that the line has borne for years.

GOODS UNDER THE

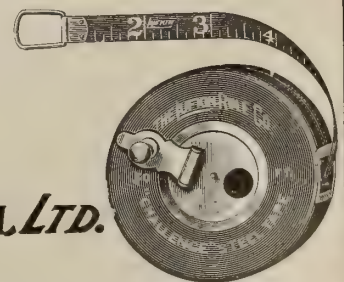
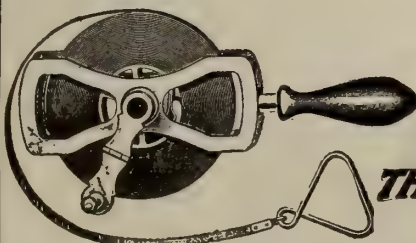
LUFKIN

TRADE-MARK

Need no introduction.

They have an established reputation.

They will sell well, for besides being Canadian made they are widely and favorably known by users.



THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

COMMUNITY SILVER PLATE



SHERATON



Photo for COMMUNITY by MRS. VERNON CASTLE, of Castle House

© 1914, G. L.

THE BEAUTY of Community Silver is not meant to be a "moment's ornament." It permanently enriches the table—and your life.

Oneida
Community
Ltd.

Oneida, N.Y.
Niagara Falls, Ont.

COMMUNITY STERLING (Patrician design only. Ask your jobber for prices).

COMMUNITY SILVER PLATE (*Plate de Luxe*) - - - - - Six Teaspoons, \$2.75

Also COMMUNITY-RELIANCE plate (Not made in the Patrician and other Community

Silver designs, but in four distinctive patterns of its own) - - - - - Six Teaspoons, 1.35

IMPORTANT—The above advertisement—posed by MRS. VERNON CASTLE, a national celebrity—will appear on the back cover of Collier's, Nov. 23.

HARDWARE AND METAL

Established 1888

Published Every Saturday

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXVI.

Publication Office: Toronto, Canada

No. 48

November 28, 1914

Big Profit For You



Made
in
Canada

IN Jamieson's Paints AND Varnishes

On offering these paints and varnishes to the trade our claims are based on past performances.

What they have done for others they will do for you, as purity was, is, and will always be our first consideration.

Before you "stock up" again with paint and varnishes, let us submit facts and references.

Jamieson's Paints and Varnishes will appeal strongly to you because of their efficiency in getting business and their margin of profit. Write us to-day.

R. C. Jamieson & Co.
Established 1858 **Limited** Montreal and Vancouver

Owning and Operating P. D. Dods & Co., Limited

Made in
La Salle, Ill
by
Westclox



BIG Ben is the biggest thing to-day in the American alarm clock industry. He has everything in his favor—quality, looks, and style. He runs on time, he rings on time, he stays on time.

Slender, massive, richly plated, he stands seven inches tall, with well-shaped distinct hands and a big broad dial easily visible in the dim morning light.

He rings just when you want and either way you want—*five straight minutes* or every other half minute *during ten minutes* unless you shut him off.

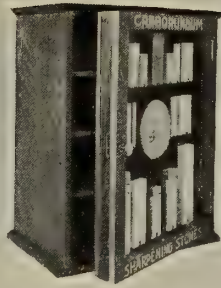
His keys are large, strong, easy to wind; his voice deep, jolly, pleasing to

hear. The movement plates are bridged like on a Waltham watch—you can change both mainsprings *without taking the movement apart*. The pivots are of hard steel piano wire $\frac{22}{1000}$ of an inch thin. The escapement is a hardened steel pallet escapement—not a pin escapement like that of other alarm clocks.

We are carrying on hand a stock of Big Ben specially put up for *Canadian* trade, 6 in a carton together with a full set of Store Selling Helps, (posters and show cards.) On an order for 12 we give a solid mahogany display stand. On an order for 24 we print your name free on dials and with an order for 48 we send a striking, electric flashing sign, just the thing for your window or counter.

The minimum retail Canadian price is \$3.00, and there's a \$3.00 resale tag on everyone you buy.

**Take Your
Choice
of These
Two
Attractive
Carborundum Display
Cases**

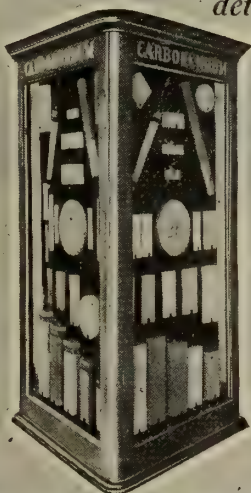


THE little rectangular golden-oak Display Case has a glass-covered display panel right in the door.—Plenty of room for stock inside. The case is twenty-four inches high—just right size for counter or window.

The triangular case is made of quartered-oak; has two big glass-covered display panels—stock-keeping shelves inside.—Both are permanent store fixtures you will be proud to have.

*Either Case Given Free
with Assortment of Car-
borundum Sharpening
Stones*

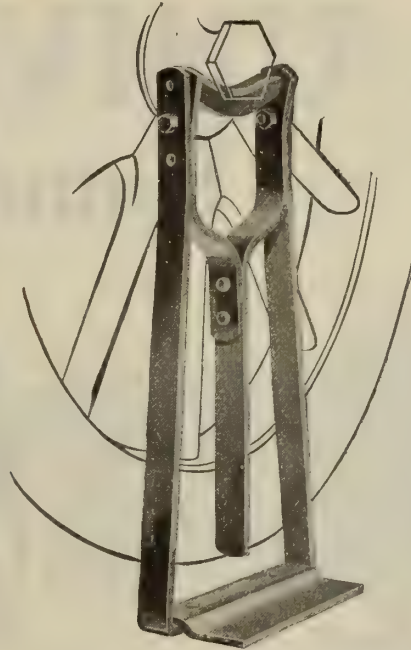
*Suppose you write for complete
details*



**The
Carborundum
Company
Niagara Falls, N. Y.**



R-W No. 501 TIRE SAVER



Adjustable
for cars of
all sizes.

All steel,
can't crack.
Car is lifted
or lowered
in twenty
seconds.

**EVERY
CAR
OWNER
NEEDS A
SET**

NOW

Retails at
\$4.00 per
set.

If there are a hundred autos in your town you can sell fifty sets in a week. Better order a set by express at once and get busy.

Richards-Wilcox

CANADIAN
COMPANY, Ltd.
LONDON, ONT.



**"WIRELESS"
Fibre Flashlights**

Now on Sale at Most
Leading Hardware Stores

The Latest in Flashlights

Have you seen them?

Write for illustrated booklet.



Interstate Electric Novelty Co.
of Canada, Limited
220 King Street West
TORONTO ONTARIO

UNIVERSAL

Home Needs

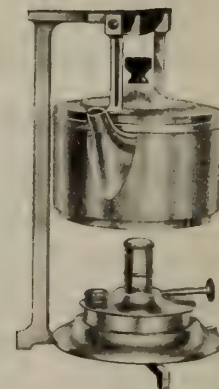


Universal Coffee Urn.

No.	Capacity	Nickel Plated or Copper	Silver Plated
4146	6 cups	\$14.75	\$16.50
4149	9 cups	16.00	18.25

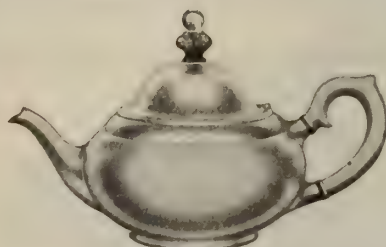


Universal Tea Ball Samovar.
No. 6066N.
Capacity, 6 cups. Nickel Plated.
Each \$10.00.



Universal Hot Water Kettle.

No.	Capacity	Nickel Plated or Copper	Silver Plated
533	2½ pints	\$11.75	\$13.75



Universal Tea Ball Tea Pot.

The correct method of making tea. Every cup tastes alike, as the tea leaves are allowed to remain in the liquid only until the desired strength is reached.

No.	Capacity	Nickel Plated or Copper	Silver Plated
100	6 cups	\$6.50	\$8.00

This Christmas will be one of useful and practical gifts, and UNIVERSAL Home Needs will be in greater demand than ever before. Make the most of this by carrying an adequate stock and featuring UNIVERSAL specialties in your displays. We've some excellent advertising matter which we'll gladly send you upon request.



Universal Coffee Percolator.

Equipped with the patented pumping device which makes perfect coffee—no boiling; no bitter taste of tannin.

No.	Capacity	Price
74	4 Cups	\$3.50
76	6 cups	4.00
79	9 cups	4.50
714	14 cups	5.00



Universal Relish Dish.

Three separable glass compartments.
No. 301803N Nickel Plated, Each \$4.50
No. 301803S Silver Plated, Each 6.25

Brazed seamless frame.
Strong handles and feet.
Diameter of lining, 8½ inches.



Universal Muffin or Curate Stand.

For serving several different kinds of delicacies at the same time. Ebony Handle.

Width, 8 inches.	Length, 13 inches.
No. 5021N Nickel Plated,	Each, \$7.25
No. 5021S Silver Plated,	Each, 9.50

**For Prices, etc., write to your Jobber
or direct to us.**



Universal Planked Steak Holder.

Selected white oak planks, with metal knobs for lifting in and out of frames.

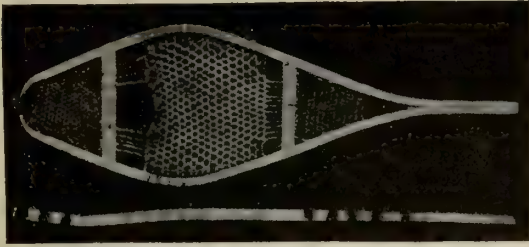
Frames heavily nickel or silver plated and highly polished, with solid bottoms and perforated rims.

Ebonized handles and metal ball feet.
Prices from \$7.50 to \$16.25.

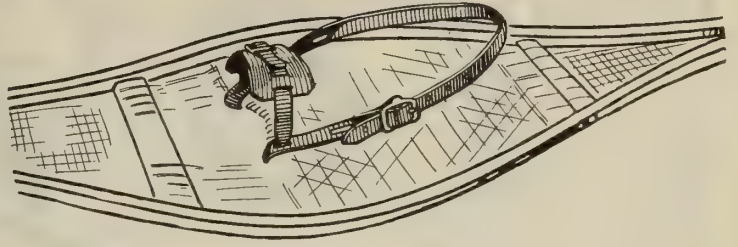
UNIVERSAL

LANDERS, FRARY & CLARK
NEW BRITAIN, CONN., U.S.A.

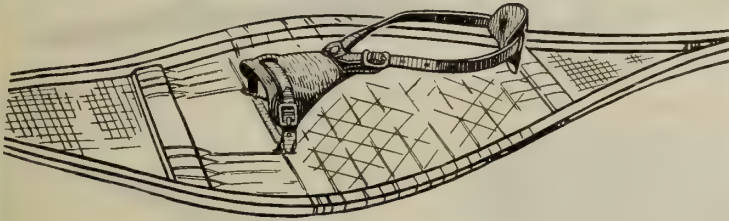
UNIVERSAL



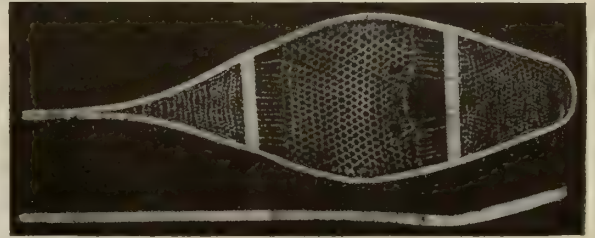
LADIES'



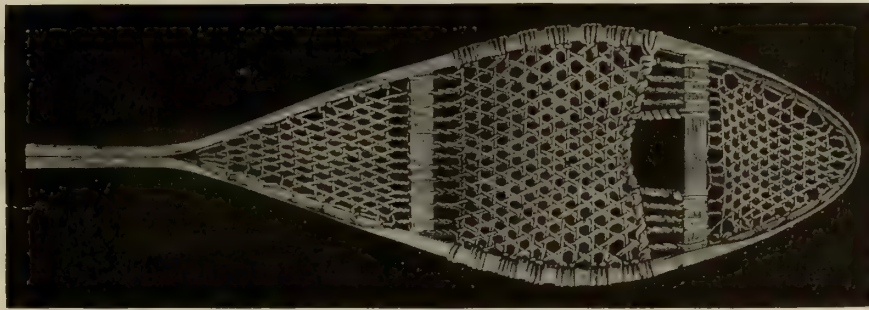
COMPLEX HARNESS



SIMPLEX HARNESS



MEN'S TRAMPING



LUMBERMAN'S SPECIAL

**Largest Stocks and Biggest
Assortment**

OF ANY HOUSE IN CANADA

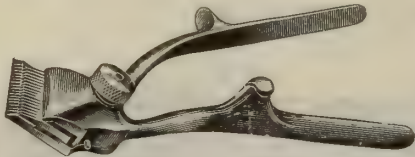
LEWIS BROS., LIMITED, MONTREAL
Wholesale Hardware

PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



STANDARD No. 0, No. 1, and No. 2. Retailing at about \$2.50. High-class barber's clipper.



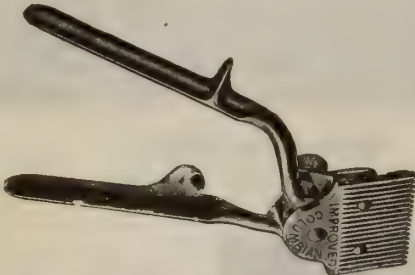
No. 00 SHAVER

A light and elegant Clipper for beard and neck trimming. Retailing at about \$2.25.



SPEED

Best low-priced Clipper made. Retailing at about \$1.00.



IMPROVED COLUMBIAN with grooved bottom plate, retailing at about \$1.50.

If you are not familiar with these goods, send for samples and compare them with others.

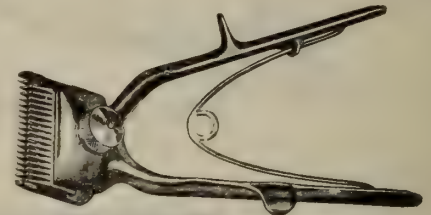
A. MacFarlane & Co.

Coristine Building, Montreal

Canadian Agents for

Wiebusch & Hilger, Ltd.

New York City



CADET

with visible spring, retailing at about \$1.00.

The Complete Confidence of the Buyer

The complete confidence of the purchaser is just as important to a product as to a merchant. The merchant who handles a

confidence-producing article benefits by it. Builders and other buyers of cement have the greatest confidence in

Rogers' Portland Cement

Quality alone has built the Rogers business and gained for Rogers' Cement its enviable place in the world of building

materials. You should have this cement ready for your cement customers. Write to-day for our agency proposition.

Alfred Rogers Limited

28 King St. West, Toronto

N. J. DINNEN & CO., Western Representatives, Winnipeg, Man.

SAVOY ROASTERS



You can sell them if you know what they can do.

Here are the vital points of the "Savoy" Roaster:

1. Is self-basting. This makes for tender cuts and fine gravy.
2. Grease can't spatter out. No dirty ovens.
3. Burning is impossible. Bottom of roasting chamber is raised off oven floor, leaving an air space between.
4. No place for dirt to stick. Cover and roasting chamber made seamless and with all corners rounded.
5. Saves time. As meat can't burn, unnecessary to open oven at regular intervals.
6. Saves money. Cheaper cuts cooked in the "Savoy" taste like dearer ones cooked in an ordinary roast pan.

Shipments  Made Promptly

THE **SHEET METAL PRODUCTS CO.** OF CANADA
LIMITED
MONTREAL TORONTO WINNIPEG

This Beats the "YANKEE" No. 30

For overhead work—or any places out of reach—and all ordinary work, the New "YANKEE" No. 130 and 131 are better than any tool made for this purpose.

The spring in the handle holds the tool extended in any position — keeps the bit in the slot — drives the handle back quickly for the next thrust.

Show them to the mechanics—they are quick to recognize their value. To see one is to want it.

Your jobber can supply you.

Have you a full set of selling helps on Yankee Tools—show cards, etc.?

Let us supply you.

North Bros. Mfg. Co.
PHILADELPHIA, PA.



No. 130

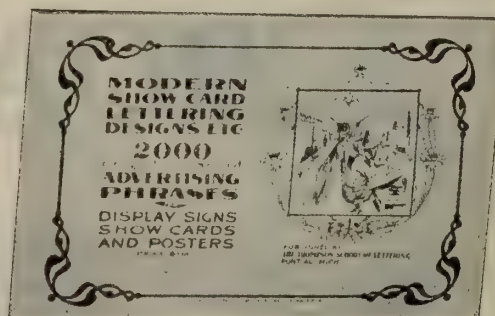


No. 131

INCREASE YOUR TRADE

BY

**Modern Show Card Lettering,
Designing, Etc.**



SIXTH EDITION---NOW READY

**WITH THIRTY-TWO ADDITIONAL PAGES
TO THAT OF FORMER EDITIONS**

A practical treatise on Up-to-Date Pen and Brush Lettering, giving instruction representing many styles of lettering, position, movement, shading, spacing, designing and arrangement, with illustrations of large and small letters of each alphabet, together with a full analysis and diagram for making neat and prominent figures off-hand for price tickets, etc. Over 400 illustrations of finished show cards and price tickets are given in

**Marking Pen Lettering
Soennecken Pen Lettering
Automatic Pen Lettering and
Up-to-Date Brush Lettering**

outside of fifty-one page alphabet plates and lettering exercises of a large variety of standard show card alphabets with practical instruction, together with show card designs, showing how to produce neat and fancy border and scroll outlines, tinted backgrounds, etc.

This book is far beyond anything ever published in this line. It contains solid, practical, common-sense instruction—a book that is free from absurd theories and mystifying kinks, and contains 2,000 advertising phrases for Card Signs, Posters, etc.

All orders payable in advance. If you do not find this book worth the price return it inside of five days and get your money back.

The price of the Book is \$1.00
delivered to your address postpaid

Page size of book 6x9 in., 144 pages

The MacLean Publishing Co., Ltd.

BOOK DEPARTMENT

143-153 University Ave., Toronto

A Good Seller For The Christmas Trade



Illustration is Exact Size
(Patent Applied For)

This handy little stove lights quick as a wink whenever and wherever it is needed; an ever-ready, safe and convenient companion in a great many instances. The set comprises a nickel-plated stand which holds a can of solid alcohol safely and snugly while lifting it free from contact with the table. The collapsible stand and one can of solid alcohol fit into the boiler, making a compact outfit which takes up very little space.

STERNAU SOLID ALCOHOL STOVE

THE FUEL—Sternau Solid Alcohol, is the perfected substitute for liquid alcohol. It can not spill or explode, and may therefore be kept in the house or carried in the pocket, hand-bag or trunk with safety.

CAN NOT SPILL OR EXPLODE

H. S. HOWLAND, SONS & CO.

LIMITED

WHOLESALE HARDWARE

WE SHIP PROMPTLY

TORONTO

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST





HOW MANY GARAGES
IN YOUR LOCALITY
DID YOU SUPPLY
WITH DOOR HANGERS
? ? ?

THE 'GREAT WEST'

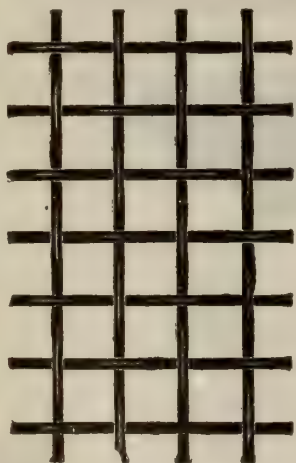
IS YOUR BEST ARGUMENT—FOR THIS MOST
DESIRABLE PATRONAGE

THE LOGICAL HANGER FOR GARAGE DOORS

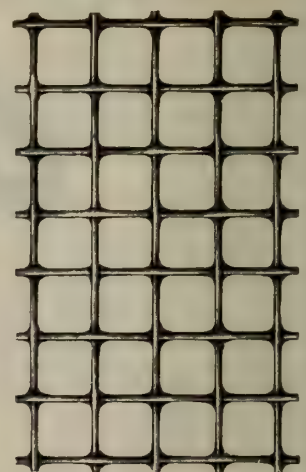
Manufactured in Canada by

CANADA STEEL GOODS COMPANY, LIMITED

Hamilton, Ontario



WIRE CLOTH



Sand Screen Cloth
Fanning Mill Cloth
Regalvanized Wire Cloth
For Apple Drying

Every description of Wire Cloth and Wire Work

WIRE ROPE


WIRE ROPE FITTINGS

Manufactured by

THE B. GREENING WIRE CO., LIMITED

HAMILTON, ONT.

MONTREAL, QUE.



The Steel Company of Canada, Limited
HAMILTON - CANADA

STEEL and IRON BARS

Cold Twisted Bars for Concrete Reinforcing
Angles, Channels, Plow Beams

We have the equipment to furnish Steel Products with all possible speed, and guarantee the quality of every piece that leaves our Mills.

Wire,
Wire Nails,
Tacks, Staples, Shot,
Wood and Machine Screws, Bolts,
Nuts, Rivets and Burrs, Spikes, Cable,
Horse Shoes and Horse-Shoe Nails, Wing Boot Calks,
Wire Hoops, Bright and Brass Wire Goods, "Tiger"
White Lead, "Invincible" Fencing, Corrugated Fasteners,
Railway Track Equipment, Strand Steel and Copper,
Putty, Jack Chain, Pole Line Hardware, Bale
Ties, Cotter Pins, Hinges, Wrought
Pipe and Nipples,
Lead Pipe.

Sales Offices:

HAMILTON
VICTORIA

MONTREAL
VANCOUVER

TORONTO
ST. JOHN

WINNIPEG
HALIFAX

Lighting Fixture Time



Many a Hardwareman could make good profit by giving a little effort to the lighting fixture line.

Electric Table Lamps make useful, ornamental and very acceptable Christmas gifts. We have them at prices to suit all demands.

Send for Catalogue, and place it where your customers can peruse it after you've stamped your name on it.



The James Morrison Brass Mfg. Co.

93-97 Adelaide St. West
TORONTO

LIMITED

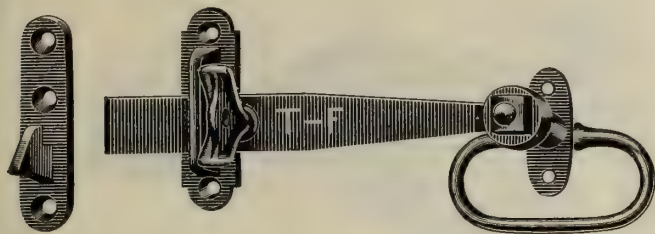
REPLACE your German lines with
GEORGE WOSTENHOLM & SONS'
Celebrated I. X. L. Hand-Forged Cutlery.
Made in Sheffield by British Workmen; who
manufacture a complete line of Razors, Scis-
sors, Pocket and Table Cutlery, Carvers, Cut-
lery in Cabinets, Pearl Handle Desserts
and Electro-plated Knives, Forks and Spoons.

Insist on I. X. L. Trade-Mark—we do not
manufacture any private brands.

For Sale by all Leading Jobbers.

A. Macfarlane & Co., Limited
MONTREAL

Canadian Representatives

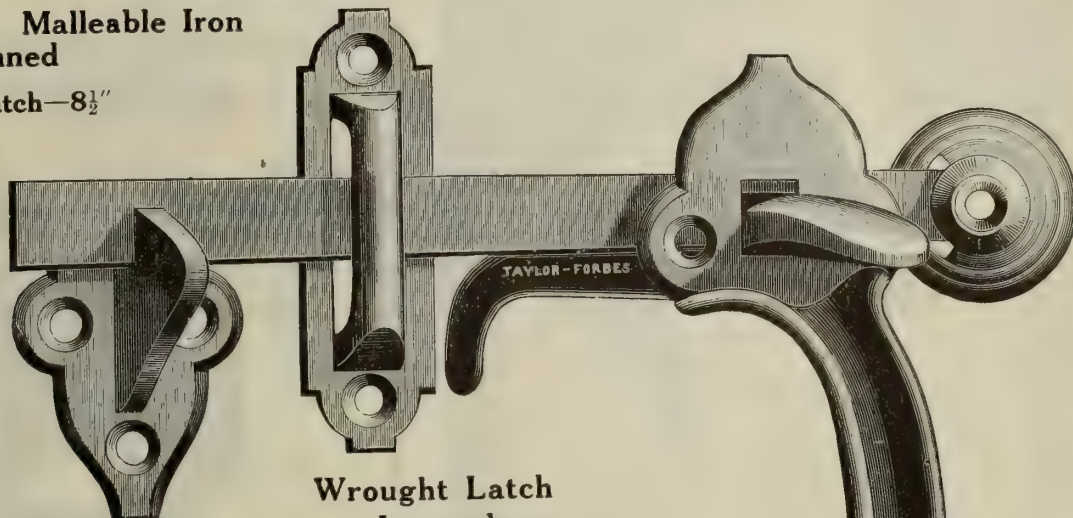


BARN DOOR LATCHES

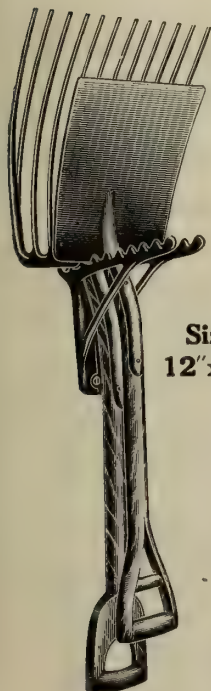
Made Entirely of Malleable Iron
Japanned

Size of Latch—8½"

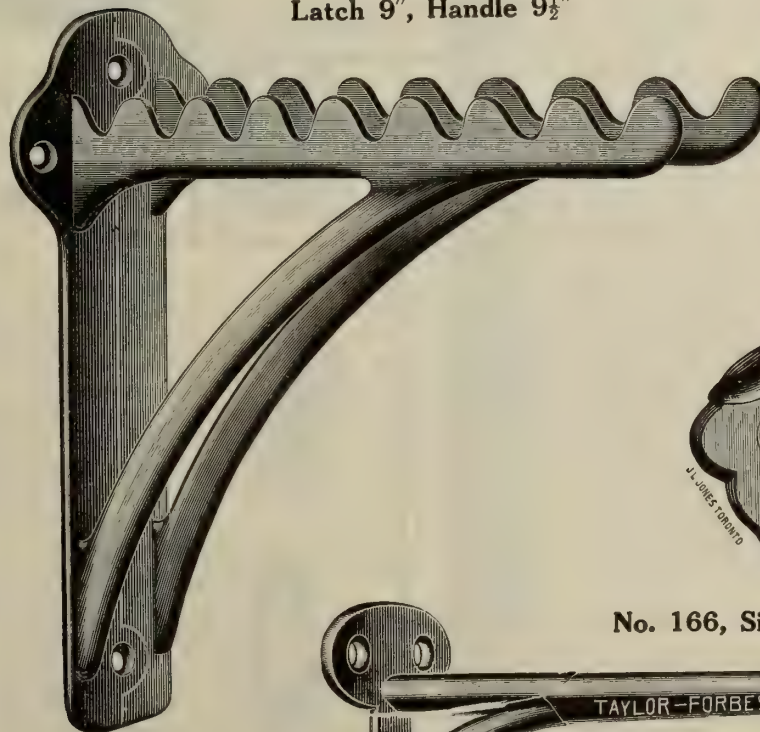
Implement
Brackets
Japanned



Wrought Latch
Japanned
Latch 9", Handle 9½"



Size
12" x 11"



No. 166, Size 6"



Harness Hooks
Japanned

TAYLOR-FORBES CO., Limited
Head Office and Works: GUELPH, Ont.

BRANCHES AND AGENTS:

Taylor-Forbes Co., 246 Craig St., Montreal.
Canadian United Mfrs. Agency, London, Eng.
H. G. Rogers, 147 Prince William St., St. John, N.B.
H. F. Moulden & Son, Travellers' Bldg., Winnipeg, Man.
Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.

*If your jobber cannot
supply you, write us.*

NICHOLSON MADE FILES

**YOU'RE
AS
SHREWD
AS THE BEST IN
THE BUSINESS**

when it comes to buying Nicholson-made-files. One price to all—no more, no less.

When you place an order for Nicholson-made-files—you're charged exactly the same figure as the other 10,000 Nicholson dealers pay for the same file in equal quantities.

There's satisfaction in knowing that no other dealer can "beat" you on price. And when it comes to quality—the Nicholson dealer has all the points in his favor.

With an output of 50,000,000 files per year, we can absolutely control every step in the making of our files. From the elements that give our steel its peculiar toughness to the automatic machines that make Nicholson-made-files uniformly "feel" and "draw" right.

Sell more Nicholson-made-files to your trade—and hold their good-will and your profit.

BRANDS:

**KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE**

**NICHOLSON FILE CO.
PORT HOPE ONT.**

"FILE PHILOSOPHY"—A 50 years' education on Files in an hour, and our catalog, sent FREE on request.



Neverslip Shoes and Calks
SAVE HORSES, TIME AND MONEY



*Their practicability
appeals instantly to
Horseshoers and Horse-
owners.*



Keystone



No. 5



No. 1



No. 4

There is vast economy in the use of Neverslip Shoes and Calks, considering time, quality of work and durability.

When RED TIP calks are worn out they can be replaced by a complete set in twenty minutes. They are so constructed as to wear sharper in use and give service to the very end.

Horseshoers and Horseowners strongly recommend them.

The slippery roads will bring you big business this winter if you stock and boost Neverslip goods. Write for descriptive booklet T. REMEMBER:—WITHOUT RED TIPS THEY ARE NOT NEVER-SLIPS.

**The Neverslip
Manufacturing Co.**

U.S. Factory: New Brunswick, N.J.

Canadian Factory and Office:
559 PIUS IX AVENUE, MONTREAL



Stanley Tools

To increase your small Vise business, put in a line of

“JERSEY VISES”

They are strong, serviceable tools and have long been popular with both mechanics and amateurs. The Screw (body, head and collar) is in one piece turned from cold rolled steel and has a square lathe cut thread. The steel Jaws are hardened and all Jaws are ground to insure that they meet squarely when tightened. Both back and front jaws are filed to a fit.

Made with either Clamp or Swivel Bases—with iron or steel Jaws, and in six sizes.

Displayed on the Stand which accompanies each ASSORTMENT, they cannot help but attract trade.

Four ASSORTMENTS are offered, as follows:

No. 12—Consisting of 12 VISES and Display Stand list	\$14.20
No. 18—Consisting of 18 VISES and Display Stand list	22.45
No. 24—Consisting of 24 VISES and Display Stand list	32.15
No. 36—Consisting of 36 VISES and Display Stand list	46.45

We have special literature containing complete description of all styles. Let us send you a supply, also attractive display card.



STANLEY RULE & LEVEL Co.
NEW BRITAIN, CONN. U.S.A.



A Mitre Box Full of Good Selling Points



Quickly adjusted to any angle and any depth of cut. A mitre box that will strongly appeal to the man wishing to do accurate angle sawing quickly and without "fussing."

Saw supports may be instantly locked at either a positive or an intermediate angle. Graduated arc and index plate show where to set the saw for any cut.

Gauges may be set to stop the saw at any depth desired. Length gauge provides for sawing duplicate lengths with one adjustment. Simple automatic device holds saw guides when raised to highest point and releases instantly. A slotted support is always immediately beneath the saw and holds the work to prevent splintering at the end of the cut.

MILLERS FALLS

LANGDON
ACME MITRE BOX
IMPROVED

Your stock should include Millers Falls Hand Drill 1980, Hack Saw 1027, Breast Drill 200, Bit Brace 872, Extension Bit Holder 6 and Bench Drill 210.

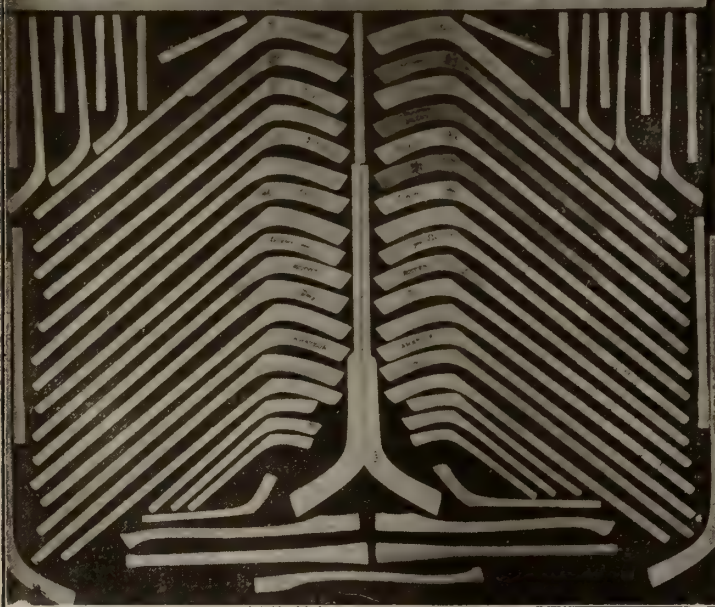
Send for catalog describing these new tools. Free on request



MILLERS FALLS COMPANY, Millers Falls, Mass.

ST. MARYS WOOD SPECIALTY CO. HOCKEY STICK SPECIALISTS

HANDLES FOR AXES, PICKS, HAMMERS, MINERS ETC



BALL BATS and HOCKEY STICKS MADE IN CANADA

THEY LOOK WELL, SELL WELL AND LAST WELL. Why buy BALL BATS in the STATES when you can get equally as good made in CANADA?

ST. MARYS WOOD SPECIALTY CO., Ltd.
ST. MARYS, ONT.

Our Business Is Better

More orders this month than any other since the war began. The orders average larger. Many are new accounts, the results of trial and sample orders, tests of Wilt drills.

Canadians formerly using foreign makes now order Drills made in Canada.

Not only that—

They order WILT drills because they have tested them and found them more satisfactory than those formerly used.

WILT DRILLS PRODUCE RESULTS for others. They will do it for YOU. Try them next time. Get more holes per dollar of drill cost.

Ask your jobber for WILT drills, or write us. Made in Canada, and made right

BY THE

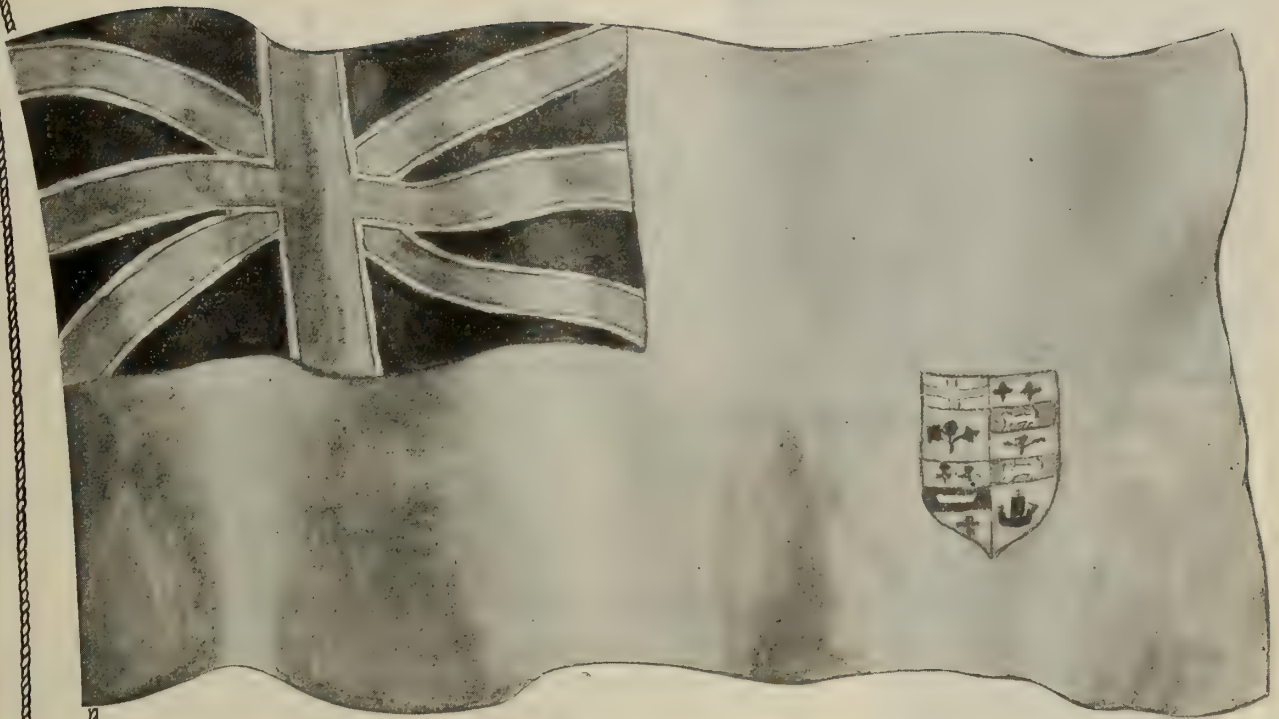
Wilt Twist Drill Co.
of Canada, Limited

AT

WALKERVILLE

ONTARIO





Sunbeam Mazda Lamps

Made under the Canadian Flag

When you buy from us, you get lamps that are cheaper, quality considered, than any imported makes, and you keep Canadian money in Canada for the benefit of Canadians.

Sunbeam Quality is an impregnable defence for the dealer's prestige, and the way to highly pleased customers and greater profit.

Sunbeam Mazdas will stand as much vibration as a carbon lamp, and give three times the light at the same cost for current.

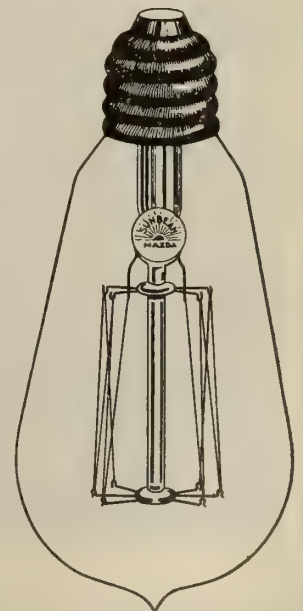
We guarantee satisfaction.

Order from your jobber. If he cannot supply you, write us.

The Canadian Sunbeam Lamp Co.
LIMITED

Main Office and Factory: TORONTO, CANADA

Branch Warehouses: Montreal, Winnipeg, Calgary, Vancouver

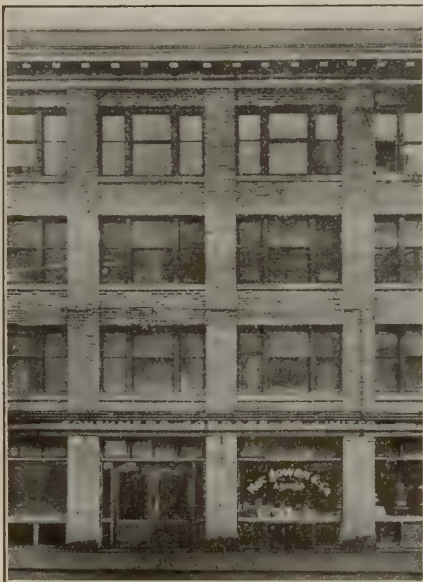




Quebec Warehouse, F. H. Andrews & Son, Inc.



Winnipeg Warehouse, Tees & Persse, Ltd.



Vancouver Warehouse, MacGowan & Co.

Lion Brand Cordage

And Our Various Lines Made in Canada

At Montreal and Dartmouth, are obtainable at twelve convenient distributing points in Canada's most important business centres, where large stocks of all sizes in standard coils are carried.

The following will give some idea of the service that Consumers Cordage Company offers:

Maritime Provinces:

At Halifax, N.S., and St. John, N.B., stock is carried in our own warehouses for the convenience of buyers in this territory.

Province of Quebec:

F. H. Andrews & Son, Inc., in the City of Quebec, are thoroughly posted and can render prompt service, while the trade of this province and Eastern Ontario is admirably served by our head office in Montreal.

Ontario:

Our Toronto office is well equipped to care for all orders or enquiries.

Manitoba, Saskatchewan, Alberta:

Tees & Persse, Limited, with warehouses in Winnipeg, Moose Jaw, Regina, Saskatoon, Calgary and Edmonton, are always prepared and capable of attending to any business which may offer.

British Columbia:

MacGowan & Co., Vancouver, always carry a large stock and can promptly satisfy the needs of this district.

Consumers Cordage Co., Limited

Head Office,

MONTREAL

"Buy Early"

THE very nature of electrical heating devices makes them the most appropriate gifts at Christmas time.

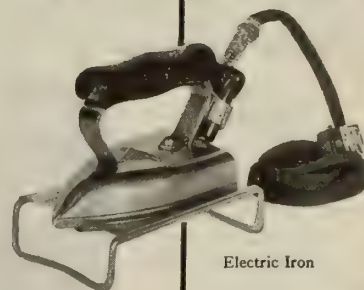
In this respect electrical dealers have a marked advantage over other retailers in being able to offer gift suggestions of exceptional usefulness and practical value.

We have the most complete line of highest quality heating devices ready for the Christmas trade. These consist of Irons, Toasters, Coffee Percolators, Warming Pads, Tea Samovars, Curling Iron Heaters, and many others.

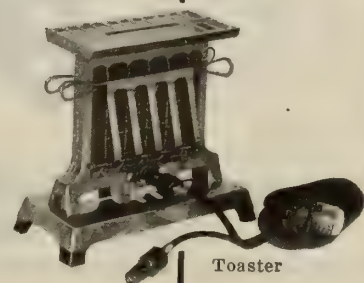
Other electrical commodities suitable for Christmas gifts are Christmas Tree Outfits, Hair Dryers, Vibrators, Washing Machines and electrical toys.

All these devices are guaranteed by a guarantee that means something.

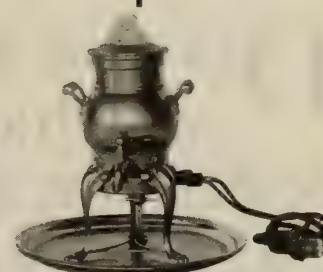
Some very attractive window displays have been made up specially for the Xmas season; they are simple yet have strong selling attention value. You can get copies of these by writing our nearest house—they are furnished gratis.



Electric Iron



Toaster



Coffee Percolator



Grill



Curling Iron Heater



Chafing Dish

Northern Electric Company

LIMITED

MONTREAL
HALIFAX
TORONTO

WINNIPEG
REGINA
CALGARY

EDMONTON
VANCOUVER
VICTORIA

Have You Considered

The ELECTRIC WASHING and WRINGING MACHINE as a CHRISTMAS TRADE ATTRACTION?

The "NEW IDEA"

with its Complete Equipment

Swinging Wringer Feature

Simple "Safety First" Mechanism,

Removable Tub, etc.,

only needs a Demonstration to make a Sale.

It works entirely by power taken from an ordinary light socket. Washes and wrings at the same time or separately, and does all the work.

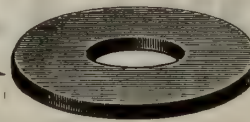
Made only by



Cummer-Dowswell Limited
HAMILTON, ONT.

Wrought and Steel Plate WASHERS

of all descriptions



Round & Square

Plain or Galvanized

Annealed Rivet Burrs

Felloe Plates

Sheared and Punched Plates

Prompt Shipments

Wrought Washer Mfg. Company
Milwaukee, Wis.

DO you know of any hardware dealer, anywhere in Canada, who does not subscribe to Hardware and Metal?

If so, you will be doing him a good turn by giving us his name and address, so that we may send him a sample copy and order blank.

HARDWARE AND METAL
Canada's Only Weekly Hardware Paper
MONTREAL TORONTO WINNIPEG

Why not sell soles?



Star Brand SOLES

Best in the long "walk"

Star Brand soles are made from our own leather and we guarantee them to outwear all others. And they leave a good margin for profit. If your jobber cannot supply you, we'll ship your order quickly.



BEARDMORE & CO.
Toronto TANNERS Montreal

They go well with Cobblers' Outfits!

Starrett —

on the Tools
and on the Chest



What An Average Machinist Must Buy

Steel Rules	\$ 2.55
Steel Squares.....	7.85
Gages	9.10
Calipers and Dividers	13.40
Combination Set	4.00
Vernier Caliper	15.00
Micrometers	17.75
Bevel Protractor	10.50
Bevel	1.50
Hack Saw Frame	1.25
Scriber .....	.25
Surface Gage	3.35
Center Punches	2.40
Test Indicator	3.50
Tool Chest	14.00

\$106.40

The average toolmaker or machinist buys at least as many tools as are listed here. All of these are not purchased at the same time by the mechanic, but if you sell him Starrett Tools the first time, he will come back to **your** store whenever he needs more.

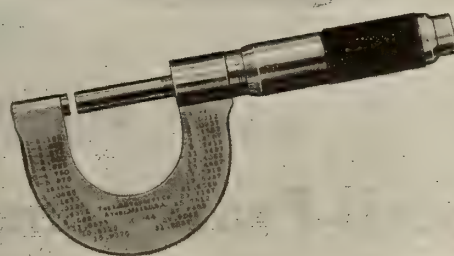
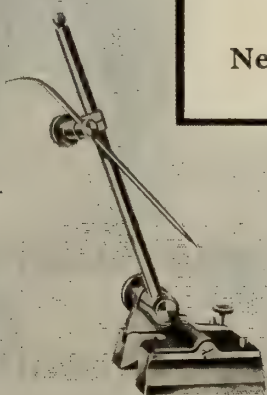
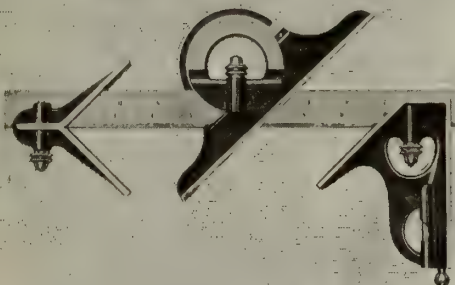
This is profitable trade. The secret of a good tool business is a good stock, which permits a mechanic to make an immediate selection. How about **your** stock?

Send for a supply of catalogs No. 20MA. Give one to each mechanic. He will study it and come back for more tools.

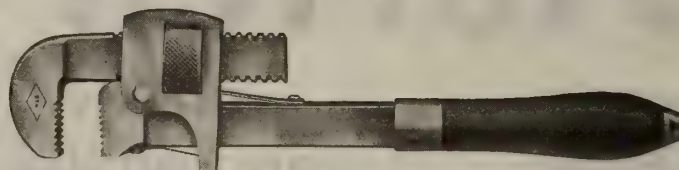


The L. S. Starrett Co.,
Athol, Mass.

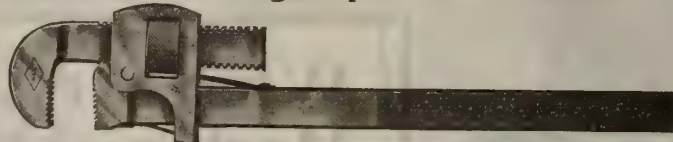
(World's Greatest Tool Makers
New York London Chicago
42-407



"W & B" Pipe Wrenches



WOOD HANDLE GRIPS—Length Open 6 to 14 Inches



STEEL HANDLE GRIPS—Length Open 18 to 48 Inches

These types of "W. & B." Wrenches are particularly adapted for the proper handling of metal pipe. The movable jaw with sharp-edged, grooved teeth gives a sure grip.

Add this line to your stock of "W & B" Wrenches.

We manufacture a complete line of Screw and Drop Forged Wrenches, shown in catalog No. 82, supplied on request.

The Whitman & Barnes Manufacturing Company

Established 61 Years
ST. CATHARINES, ONT.

Take a brace



It will help your business

Goodell-Pratt Company, Greenfield, Mass., U.S.A.

ARE YOU ON TO THIS BUSINESS STUNT?



One day last week a lady came into a store and asked to see an Oak. The boss pulled off some dry talk about fancy trimmings, low cost, etc.—the lady walked out. Then I got down to business and talked Gurney's Oak to him. I told him that if he could have shown the lady an Oak of plain mission design, one with removable, heavy nickel, a bright steel body, self-feeder and duplex grates, he could have closed the sale.

Yes, Sam, says he, I believe you're right. Send me one of those Oaks right away. That was six days ago. Since then he's sold seven Gurney's Oaks.

Would you like to sell over seven Oaks a week? Oaks which leave a good margin for you and satisfy your customers? A Gurney Oak on your floor is the first step to help you do this.

SAM OVEN.



The Gurney Foundry Co., Ltd.

Montreal
Winnipeg

Toronto
Calgary

Hamilton
Vancouver

HORSE-SHOE BRAND WRINGERS

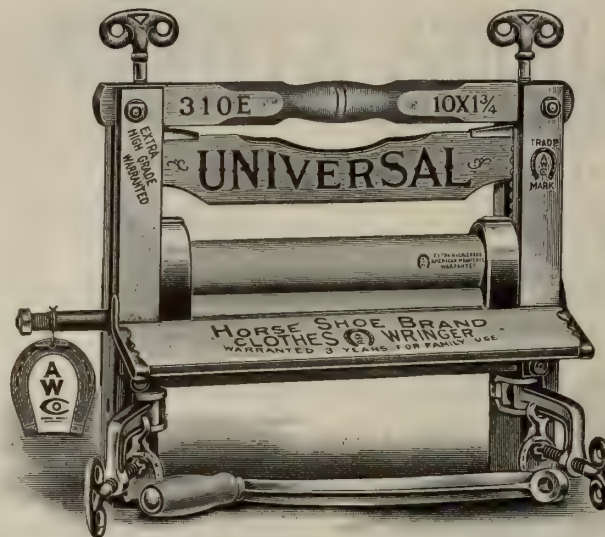
WARRANTED as to quality.

WARRANTED to give satisfaction.

WARRANTED as to price.

Plain Bearings
and Steel
Ball Bearings

Enclosed
Cog
Wheels



Plain Bearings
No. 340E
" 341E

Steel Ball Bearings
No. 360E
" 361E

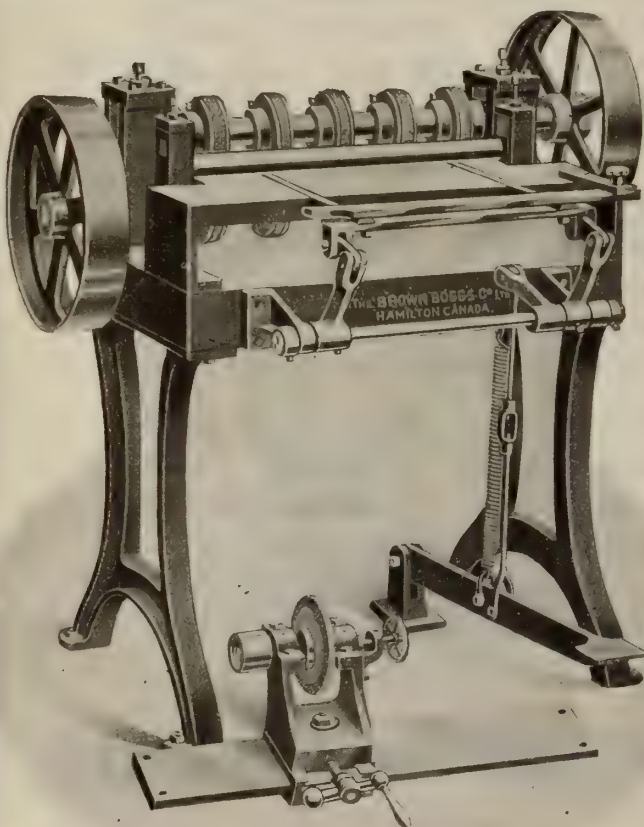
Size of Rolls
10 x 1 3/4 inches
11 x 1 3/4 inches

WE MAKE THE LARGEST VARIETY OF WRINGERS IN THE WORLD.

Send for our new Price List.

THE AMERICAN WRINGER COMPANY

NEW YORK CITY, U.S.A.



No. 1 Gang Slitting Shears.

Do you want to economize in manufacturing your tin cans, or similar articles requiring rectangular blanks? A "B.B." Slitting Shear is the Key to Economy.

Our No. 1, illustrated, is specially adapted for the work mentioned above. As many bodies can be cut as the size of the machine will allow, according to the width of the blank. For the purpose of feeding sheets into and carrying them through the machine, we supply rubber rings on the cutters, which are made of specially prepared rubber fitted to the cutters; these being flexible, adjust themselves to the various thicknesses or unevenness of the tin and prevents possibility of blanks being cut irregular. A front slide gauge operated by foot treadle starts the sheet perfectly square between the cutters. This feature is of considerable importance, as it insures perfect work. It is also equipped with grinding attachment and drum for grinding cutters. We build these in two standard sizes, Nos. 1 and 2. No. 1 will take 21 3/4" sheets; No. 2, 28" sheets.

Write for copy of Catalogue, and let us quote on your requirements.

The Brown Boggs Co., Limited
Hamilton, Canada

Western Representatives:
Messrs. Bissett & Loucks, Winnipeg & Edmonton

THE MASTER RANGE

Burning Coal, Gas and Wood



McClary's

“Champion” Interchangeable Range

LONDON
ST. JOHN, N.B.

TORONTO
HAMILTON

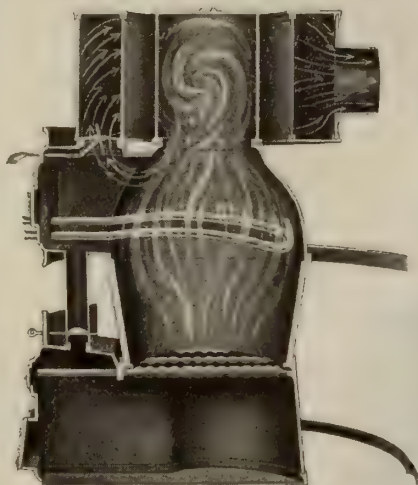
MONTREAL
CALGARY

WINNIPEG
SASKATOON

VANCOUVER
EDMONTON

This New System of Circulation

Takes the Heat from the Gases before going up the Chimney



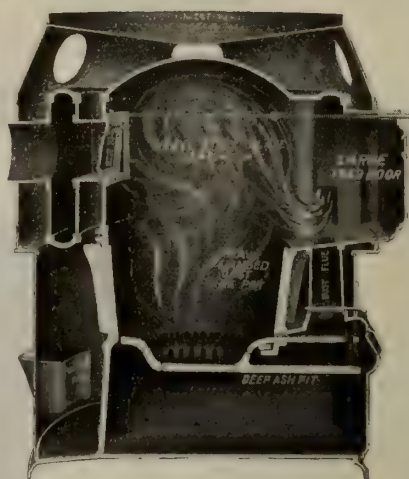
Souvenir Series 820.
A high-class, medium-priced Furnace.

The Dome has no connection with the outside Radiator. The gases, after being forced down and completely burned in the Dome, descend and enter at the bottom and front of the outside Radiator Chambers, and in passing around them give up their heat units before reaching the smoke pipe.

The Direct Draft Damper is conveniently located in the front of the furnace at the point where the gases pass into the radiator, thus giving complete control of all gases in the combustion chamber and dome.

From actual tests made we have demonstrated that these furnaces are the most powerful and economical Warm Air Heaters on the market.

Let us send you descriptive leaflets fully explaining these new and profitable sale creators.



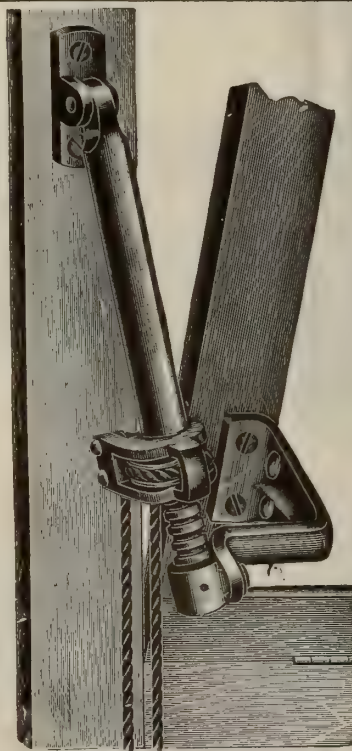
New Idea, Series 500 C., showing our new Direct Draft Damper and Combustion Shield in Radiator Flue Openings.

The Hamilton Stove & Heater Co., Limited

(Successors to Gurney, Tilden & Co., Limited)

HAMILTON, - - - ONTARIO

Tilden, Gurney & Co., Limited, Winnipeg, Calgary, Vancouver



10057. Evered's "Everedy II." Patent Fanlight Opener. For opening and closing any type of Fanlight, Skylight, Casement, etc., of either hand, without removal of parts, or any alteration, except the turning of riveted joints. No loose parts to get mislaid. Projects 2 in. only when closed. Fixing screws wrapped with each.

ESTD
1809

EVERED

& CO
LTD

MANUFACTORY: Surrey Works, Smethwick, Birmingham, England

SHOWROOMS: 30-35 Drury Lane, London, W.C.

MANUFACTURERS

OF EVERY DESCRIPTION OF

Builders, Cabinet Makers and Furnishing

BRASS FOUNDRY

LIGHTING FIXTURES

METALLIC BEDSTEADS

Brazed Brass and Copper Tubes, and Brass Cased Tubes

Fine Smooth Castings

The highest grade of Albany Moulding Sand and first-class Pig Iron, combined with experienced workmanship, are the factors which enter the manufacture of, and are responsible for our high-grade castings.

High-Grade Castings make the furnace look better and give long service and satisfaction.

Triple Radiating Surface

The only radiator made in which every inch is radiating surface; this means HIGH EFFICIENCY AT A SAVING OF FUEL.

Triple radiating surface consists of two inside radiating surfaces and one large outside radiating surface.

The flue is horse-shoe shaped, the air supply passing up through the radiator as well as around it. This affords an unusual large area of surface exposed to the direct influence of the products of combustion.

Huronic Warm Air Furnaces

Present many essential features which are entirely new and certainly durable

Very simple construction. No complicated parts to get out of order. Deep ashpit. Unobstructed grate area. Full-sized Firepots. Solid grey iron dome. Extra large fire door. Interchangeable stove-pipe connections. One-way fire travel. No dead ends.

The Huronic is quite low, and is, therefore, especially useful in low cellars. It is very easily mounted, and will save the dealer much time and annoyance.

WRITE FOR CATALOG. IT DESCRIBES THE HURONIC FULLY.

**The Western
Foundry Co.
Limited**

Wingham, Ont.



THE EASY LINE TO SELL

Davidson's Latest Ash Sifter THE "STERLING ROTARY"



Built in such a way that the unpleasant job of ash-sifting becomes easy and more convenient. The Sterling Rotary is made of strong steel, and is galvanized after it is made up, which adds to its durability.

Very simple in construction and there is nothing to get out of order.

Write for Prices.

The Thos. Davidson Mfg. Company, Limited

Toronto

Montreal

Winnipeg

Gas Companies and the Public demand a Strong, Durable Gas Mantle with a high candle power, and at popular prices. The Trade can now absolutely rely upon being able to supply such a mantle in the Laddite.

Awarded
Gold Medal
Franco-
British
Exhibition
1908.

Mantles
made and
supplied for
oil, gasoline
air gas,
acetylene,
and light-
houses.



Full
particulars
of the
merits of
the Laddite,
together
with terms
for
wholesale
and retail
trade,
furnished on
application.

Millions of Laddite Mantles now in use throughout Great Britain and abroad.

Manufacturers under the "Laddite Process."

The Hamilton Gas Mantle Co. LIMITED

18-24 Ferguson Ave. N., Hamilton, Ont.

BUTLER'S FAMOUS CUTLERY

HAS STOOD THE TEST
FOR MANY GENERATIONS

It is made throughout on their own premises, from finest grade of steel regardless of cost, by skilled workmen.

Butler's "KEEN" and other Razor brands are BEGUN AND FINISHED at Trinity Works, NOT SENT to Germany for grinding.

*"Sheffield made,
Both haft and blade."*

TRADE-MARK "BUTLER" GRANTED A.D. 1768.

THE  MARK GRANTED A.D. 1681.

Butler's "CAVENDISH" brand (Regd.) Table Knives, Carvers and Plate.

HIGHEST ATTAINABLE QUALITY. SPECIAL.

GOLD MEDALS. GRAND PRIX.

GEORGE BUTLER & CO., LTD., Sheffield, England
London Showroom, 62, Holborn Viaduct, E.C.

CANADIAN REPRESENTATIVE:
G. A. MARSHALL 70 Lombard Street, Toronto

HOME INDUSTRIES NEED YOUR SUPPORT

Buy "Metallic" Building Materials and you get British and Canadian-made goods

"I don't know much about tariffs," said a great man, on one occasion, "but I do know that when we buy foreign-made goods, we get the goods and the foreigner gets the money. When we buy home-made goods WE GET THE GOODS AND THE MONEY TOO!" That's the position in a nut-shell. Spend your money at home. The Empire needs it.

Good Business in "Metallic" Shingles, Sidings, Ceilings, etc.

Our big Canadian factories are equipped with the most modern machinery for making handsome, durable metal sheathing for buildings old or new, inside or out. Let us help you to get a big share of this profitable business in your town.

THE "METALLIC" LINE INCLUDES Steel Sidings (rock or brick face); Steel Ceiling and Wall Plates (handsome designs); "Eastlake" Steel Shingles; "Hayes" Patent Lath; "Redcliffe" Corrugated Iron; Ventilators; Skylights; Cornices; Fireproof Doors and Windows; Conductor Pipe and Eavestrough. Special Sheet Metal Designs of all kinds.

Write to-day for illustrated price lists and suggestions on any job you have in prospect.

The Metallic Roofing Co., Limited, Manufacturers, Toronto and Winnipeg

TRIMO A "PIPING" GOOD WRENCH



STEEL HANDLE

Trimont Pipe Wrenches are made in Steel Handles from 6-inch to 48-inch sizes inclusive. In Wood Handles they are made in sizes 6", 8", 10", 14" only.



NUT WITH NUT GUARDS



WOOD HANDLE

Send for Catalog No. 150

TRIMONT MANUFACTURING CO., Roxbury (Boston), Mass., U.S.A.

SATISFIED CUSTOMERS QUICK TURNOVER

are the results in selling

STILL'S AXE and PICK HANDLES

Made of the Choicest Hickory and
Nicely Finished

WRITE FOR PRICES

J. H. Still Mfg. Co.,
LIMITED
ST. THOMAS, ONTARIO



High Quality TOOLS

that you'll find
very profitable

A complete assortment of
Beveled Edge Shank and
Socket Chisels, Pattern
Makers' Chisels and
Gouges, and Handled
Turning Tools.

Write for catalog and full
particulars.

Buck Brothers
Milbury, Mass., U.S.A.



"Made in Canada"

Brooms of Quality

to introduce our

CANADA LINE

Please note the following **SPECIAL PRICES**—
Sample order solicited:

Fine Polished Colored Handles

No. 1 Canada, 5 String	- - \$4.50
No. 2 Canada, 4 String	- - \$4.00
No. 3 Canada, 4 String	- - \$3.75

6 Dozen lots and up delivered—Ontario

WALTER WOODS & CO.
Hamilton

FLY SCREEN WIRE CLOTH

IN BLACK,
BRONZE & GALVANIZED.

SAFETY FIRST

See That
THIS MARK
OF HIGH QUALITY
Is On Every
Roll

The Season for Fireplace Fix-
tures and Spark Guards is now
on. Have you a supply of
stock sizes?

Inquiries Solicited.

Canada Wire & Iron
Goods Co.
Hamilton, Ont.



"HOW TO SAVE MONEY"

is a question of more than usual interest to most people these days.



Every family in Canada can CUT THE BREAD BILL IN HALF by eating clean, wholesome, home-made bread made in THE "CANUCK" BREAD MIXER.

CANUCK Bread costs half the price of bakers' bread. We have experimented to find out, and here are the facts:

"CANUCK" Home-made Bread vs. Bakers' Factory Bread. 1½ lbs. of home-made bread made in the "CANUCK" Bread Mixer cost 24c. This is about 2c per lb. The best grade of butter, and the finest quality of flour, at retail prices, were used in getting this estimate. Compare this with bakers' factory bread as follows: "CANUCK" Home-made loaf, 1½ lbs. at 2c per lb.cost 3c. Bakers' Factory loaf, 1½ lbs. at present pricecost 6c. SAVING ON CANUCK BREAD 100%

Anybody can make good bread right from the start in the "CANUCK"—just follow the directions carefully. It is essential that the LIQUIDS be put in FIRST, and the flour afterwards. This is a most important thing for users to note, and if observed, success is certain. Instruction and recipe book with each Mixer. Write for advertising matter. Encourage Canadian industry and keep Canadian money in Canada for Canadian workmen by buying Canadian goods—better value and superior quality goods than you can import, at that.

E. T. WRIGHT COMPANY, LIMITED, Hamilton, Canada



This shows how the dough balls up on the agitator rod, if directions are followed faithfully.

CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts,	Plow Bolts,
Coach and	Track Bolts,
Lag Screws,	Square Nuts,
Tire Bolts,	Hexagon Nuts,
Machine Bolts,	Boiler Rivets,
Sleigh Shoe	Tinners'
Bolts,	Rivets, Etc.

TRADE



MARK

WROUGHT PIPE

Black and Galvanized, sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture
NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - MONTREAL



ATTRACTIVE, CONVENIENT, DURABLE, REASONABLE IN PRICE.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving,

and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

CAMERON AND CAMPBELL, TORONTO

The Niagara Pattern

This pattern is exceptionally graceful and pleasing in outline, and the design has the artistic simplicity of the best modern craftsman ship.



Our determination to maintain the highest standard and the attention given to every trifling detail in the manufacture of our silverware mean highly pleased customers.

The McGlashan, Clarke Co., Limited
Niagara Falls, Canada
Sales Manager, Mr. N. F. Gundy, 61 Albert St., Toronto, Ont.

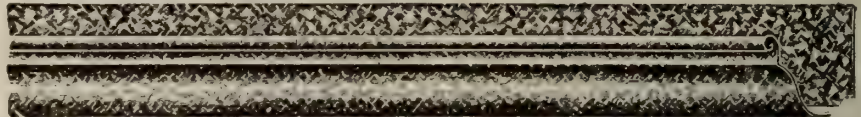


OUR ROUND BEAD EAVESTROUGH is very strong and rigid and is easily cleaned out.

CONDUCTOR PIPE, ELBOWS, RIDGE ROLL, VALLEYS, SKYLIGHTS, VENTILATORS AND CORRUGATED IRON

We ship while others are thinking about it.

WHEELER & BAIN
TORONTO



PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

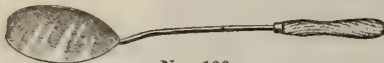
PEMBROKE

ONTARIO

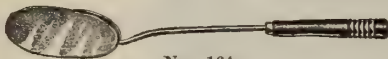
MADE IN
CANADA



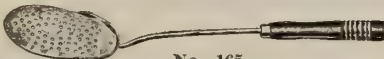
It's a Pink any-
way you take it,
and it's the best
Peavey made.



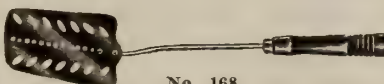
No. 166



No. 164



No. 165



No. 168



Fall Time is Griddle Cake Time

And when you think of Griddle Cakes you naturally think of

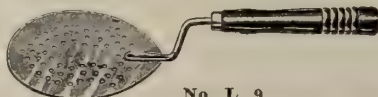
Androck Cake Turners and Kitchen Kumfort Trowels

They are mighty handy about the kitchen for turning Eggs, Meat Balls and a lot of other good things, too.

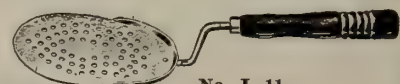
A shape to fit every Griddle and Frying Pan made.

Change passers-by into customers by putting a display of ANDROCK goods in your window.

ANDREWS WIRE WORKS OF CANADA, LTD., Watford, Ont.



No. L 9



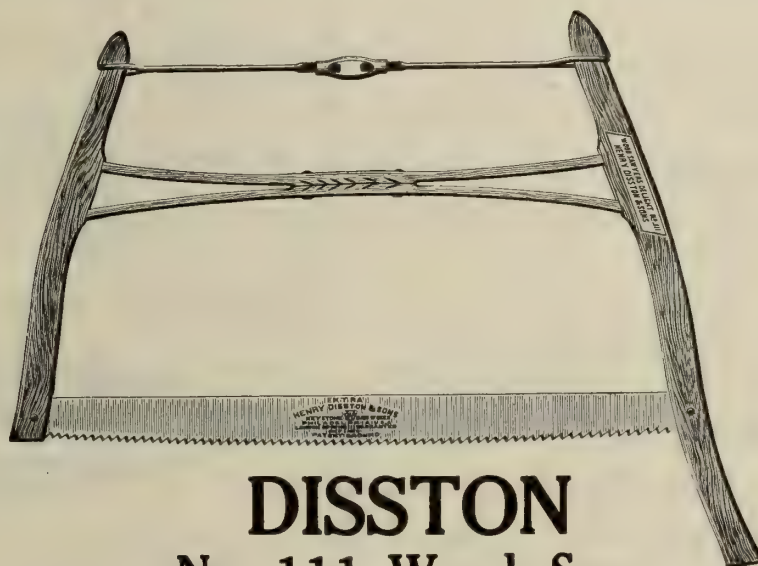
No. L 11



Sell him what he *wants* —not something “just as good”

When a man comes to you to buy a saw, the chances are he'll ask for a “Disston.” He knows that for three-quarters of a century “Disston” has represented unsurpassed quality and service. Give him the “Disston” and you've made a quick, easy sale and a satisfied customer. If you haven't the “Disston” it may cost you the sale. Certainly it will cost you time (added sales expense) to get him to take another brand. It may cost you his confidence in your policies if you don't handle the recognized best, and it may lead to his taking his trade where he can get what he wants.

The “Disston” reputation sells “Disston” products and “Disston” quality makes friends for your concern. Why not let them work for you? Stock “Disston Brand Goods.”



DISSTON
No. 111 Wood Saw

The Disston line includes saws of every type and description for all kinds and classes of work. One policy governs the manufacture of the entire line—“Nothing but the best.”

The Disston No. 111 Wood Saw (“Wood Sawyer’s Delight”) is one of our most popular styles. The frame is of selected maple, varnished; 30-inch round-breast extra thin back blade of crucible steel; patent duplex rod, tinned. Designed for ease of handling, quick-cutting and durable service.

Write to-day for “Wood Saw Booklet”
covering this and many other styles.

HENRY DISSTON & SONS, Incorporated

Keystone Saw, Tool, Steel and File Works

Philadelphia, U. S. A.

A Worth-While Christmas Present For Your Clerks

Of course you will desire to remember your clerks in some practical way at Christmas. What more practical gift could you make them, than a year's subscription to Hardware and Metal?

Every hardware clerk who desires to advance himself in his chosen work will appreciate such a gift, and it will be a weekly reminder of your thoughtfulness, throughout the year.

On receipt of your instructions, we will write an appropriate letter to the clerks whom you wish to remember, telling them that you have instructed us to send them Hardware and Metal for a year as a Christmas gift. Will you sign the coupon and return to us?

Christmas Gift Subscription Coupon

HARDWARE AND METAL

143-153 University Ave., Toronto

Gentlemen:

I enclose Money Order
Cheque for Dollars, for which please enter yearly subscription for the following members of my staff as a Christmas gift from me:

.....
.....

Name.....

Address.....



Maple Leaf Brand Stitched Cotton Duck Belting

Excels all others in economy, strength, efficiency, and true running, whether for Transmission of Power or Conveying. At a recent test it stood a breaking strain 50% greater than leather, and 25% greater than the rubber belt.

"Maple Leaf" Belt Dressing

The best for all kinds of belts. Very satisfactory and profitable goods for all dealers. Write for prices and sample.

Dominion Belting Company, Limited

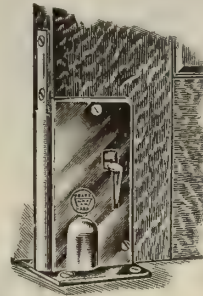
HAMILTON, CANADA



CHICAGO SPRING BUTTS

TRADE BUILDING

distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



CHICAGO "RELAX" SPRING HINGES

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO



NEW YORK

MAYMORE

BUILDERS' HARDWARE

for Economy and Efficiency



Two
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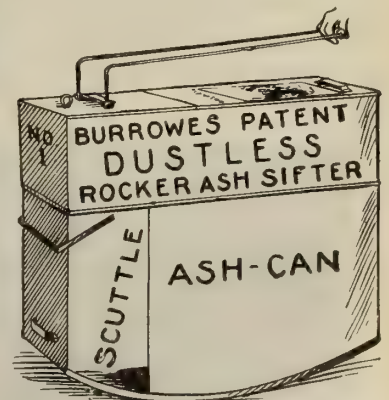
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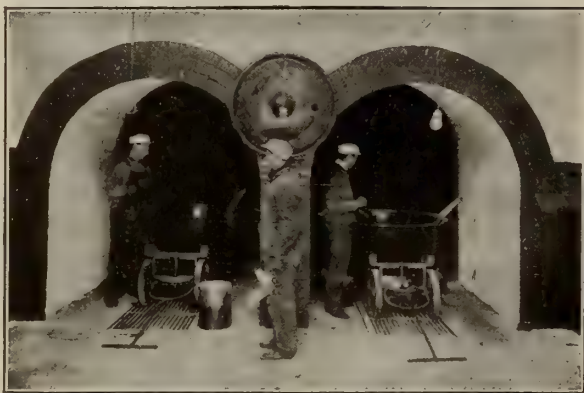
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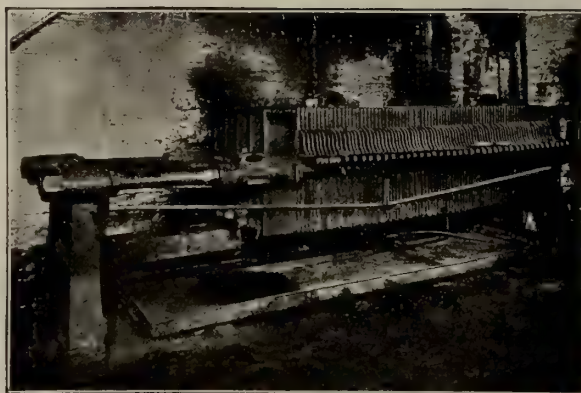
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View of packing department in Montreal plant.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVI.

TORONTO, NOVEMBER 28, 1914.

No. 48

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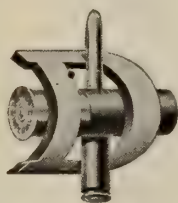
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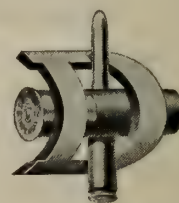
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Channell Chemical Co., Limited

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TORONTO

HARDWARE AND METAL

Vol. XXVI.

NOVEMBER 28, 1914

No. 48

Information Regarding Peace River District

An Interesting Letter From a Hardware and Metal Subscriber
Located at Peace River Crossing, Alberta—A Vast District With
Immense Possibilities—Building Railways.

DURING the early part of the present year Hardware and Metal published some very interesting articles descriptive of the Peace River District—the vast country north and west of Edmonton, Alta.—a district of immense possibilities.

We are now able to publish a very interesting letter from a hardware firm located at Peace River Crossing, Alta. The firm in question took into Peace River Crossing what is claimed to be the largest stock of hardware ever taken into the district. Pope Wilson Co. started business in March last and about a month later subscribed to Hardware and Metal. We asked the new firm to give us some information regarding the new district and we are now able to present to our readers what is probably the most interesting letter ever received by a trade paper from a retail firm doing business in the northern districts of Canada. The letter was written by W. H. Wilson, of Pope, Wilson Co., and reads as follows:—

Editor,
Hardware and
Metal

Toronto

Dear Sir.—

We deferred replying to your letter until the writer had an opportunity of seeing for himself some of the districts surrounding this town, the fertility of which is such that we feel the future of this town as a great distributing centre is assured.

The Pope-Wilson Co.

started business here in March last. We were only here a short time before realizing that the district had an immense future, and therefore started to erect a substantial store and office building 34 x 50 feet. Next summer we propose to add another storey to our building. We also have a warehouse 30 x 45 feet. Our stock consists chiefly of shelf and heavy hardware such as is in demand in a new country. We also carry bar-iron, sash, doors, steam-fittings and also have a plumbing and tinshop in connection with our store. We are agents for the International Harvester Co., and carry a complete line of their goods.

When this firm arrived at the Crossing the Hudson's Bay Co., Revillon Freres Co., and the Peace River Trading Co. were the only people doing business here. At present nearly all lines are represented. There are no less than eight (8) hardware stocks; one roller skating rink; one moving picture theatre; two saw mills; one sash and door factory; one brickyard; four doctors; two attor-

neys; six livery stables. When we started business here last March we freighted 35 loads of hardware from Mirror Landing, then the end of steel of the Edmonton-Dunvegan & B.C. Railroad. One four-horse team hauled a 15,000-pound load, while the average for a two-horse team was 8,000 pounds. The distance from Mirror Landing to here is 195 miles, the rate from Mirror to here was three cents per pound or four cents per pound from Edmonton or \$80 per ton. By March, 1915, the E. D. & B.C. R.R. will be within 20 miles of this town which means the last of high freight rates for this the last Great West.

When one considers that less than three years ago the homesteaders here and west of here as far as Hudson's Hope, 200 miles, and north from here as far as Fort Vermilion had to drive to Edmonton 450 miles in winter for supplies to carry them until the following winter, one can consider with what leaps and bounds this country will come to the front and this town with a population now of about 500 will run into thousands.

Geographically situated as it is with red sand stone enough to build cities, coal located ten miles from here, coal tar and natural gas in sight within the same distance, Peace River Crossing should develop rapidly.

Oil experts declare that drilling is all



View of the hardware store of Pope Wilson Co. at Peace River Crossing, Alta., showing warehouse at the rear. The firm commenced business last March. In the accompanying article a letter from the firm is published.

that is necessary to make this place an oil centre.

Independent of these our first and foremost claim is the agricultural resources. One hundred bushels to the acre is a common yield—we do not claim this for every acre—but a country where any section will produce like this, you will agree is bound to go ahead.

With the Canada Central Railway about to reach our town, then on to Hudson's Hope, Fort George and the Pacific Coast the Peace River District will pass from the frontier and rapidly take her place as a great producer of cattle, hay, oats, and other grains.

Regarding fruits the country is yet too young to judge in that respect, but I might say the writer has traveled considerable, but never yet has seen wild strawberries so abundant as here during the past summer. Saskatoon berries similar to blueberries, raspberries and wild cherries are abundant. When these fruits flourish — why not cultivated fruit.

The writer, Walter H. Wilson, was born at St. John, N.B.—went to the Yukon in the gold rush of 1897—was with the Holme-Miller Hardware & Machinery Co. in Dawson for a number of years—was two years in Fairbanks, Alaska, a member of the Alaska Machinery Co.—was later secretary-treasurer and half-owner of the Palace Hardware Co., and the Washington Tool & Hardware Co., both of Tacoma, Wash. This town, Peace River Crossing, is the best yet, although they keep me working overtime—I was elected one of the three town councillors of the first town council—president of the Conservative Association—director of the first annual Agriculture Association and member of the Board of Trade. Mr. Pope was for 18 months at Athabasca with the Athabasca Hardware Co.; was also in business in North Dakota and Florida. Mr. Pope was born in Chicago. With the writer he sees a big future for Peace River Crossing. We are

Very truly yours,

Pope-Wilson Co.

By W. H. Wilson.

THE above interesting letter bears out the statements made in the April 4 and May 2nd issues of Hardware and Metal. A few extracts from the article in the latter issue will no doubt prove interesting. The article occupied three pages in the May 2nd issue and was prepared by a special representative of the publishers of Hardware and Metal. The article read in part as follows:—



Front view of the Pope Wilson Co. hardware store at Peace River Crossing, Alta. The store is 34x50 feet. The warehouse at the rear is 30x45 feet. Another storey will be added to the main store next year.

The agricultural development of the Canadian West, apart from ranching, divides into three chapters. The first was the settlement of the Red and Assiniboine watersheds in eastern and southern Manitoba. The second was the development of the two Saskatchewan valleys, south and north, respectively. The third epoch, on which we are now entering, is the opening of the Mackenzie basin, commencing with the valleys of the Peace and the Athabasca. Will the third chapter exceed the second as the second did the first?

The Peace River country is on every man's tongue in the West. No longer is it the dread, rather mysterious and almost unattainable land of Arctic rigors and natural obstacles. It has become instead a country of commercial and agricultural possibilities, and as such is now the objective point of the pioneer.

This article is written in the new North, after an adventurous, exciting and decidedly laborious trip down the circuitous and risky waters beyond Athabasca Landing. We have passed the Grand Rapids of the Athabasca, run the Grand Cascade, struggled over many a weary portage; and we have begun to see the new North with new eyes—with eyes that glimpse the greatness of this wonderful land, which cannot fail but convey to the mind a sense of prophetic

certainty. Beyond the Landing one starts to see visions of a new empire.

We of the East have had an idea that the region north of Edmonton was wholly unsettled. What was our surprise to find at St. Albert, Clyde, and various other points along the C. N. R.'s hundred-mile-line from Edmonton to Athabasca, extensive settlements where half a dozen stacks of grain marked many a homestead, and oat stooks studded the fields as thick as on the Saskatchewan plains.

The black loam soil of the prairie extends all through this territory. Barring a few jackpine ridges and some rough country along the north shore of Lesser Slave Lake, we saw nothing else on a five-hundred - and - fifty-mile journey from Edmonton to Grande Prairie, via the Athabasca River, Lesser Slave Lake and Peace River Crossing.

A stream of people of the very finest class that ever developed a new country have been pouring into the North. The train to Athabasca had twelve freight cars and twelve passenger coaches. The train agent informed us they had been carrying a hundred and sixty or seventy passengers a day.

Many thousand homesteaders and holders of scrip have already located in one part or another of the great region traversed. Think of hundred-acre fields of oats at Athabasca Landing, Peace River Crossing and Dunvegan! Behold extensive settlements along the south shore of Lesser Slave Lake; on the plateau north of the Peace between the Crossing and Dunvegan; again in Spirit River prairie fifteen miles south of Dunvegan; south of this again in Grande Prairie, and yet again in the newer section of Pouce Coupe, sixty miles north-west of Grande Prairie and divided by the British Columbia boundary. The most thickly settled district of all is Grande Prairie, situated over a hundred miles north of Edmonton by latitude and between two and three hundred miles west. It lies within view of the snow-clad Rocky Mountain peaks, through the passes between which is received many tempering Chinooks. The first considerable quota of settlers reached Grande Prairie in the mid-summer of 1909, trekking by ox-teams the whole five hundred and fifty miles from Edmonton, the nearest railroad station and base of supplies. Even yet, machinery, provisions, clothing, furniture and seed other than that now produced in the district have to be freighted from Edson, Athabasca, or Smith, opposite Port Cornwall. Thus, in addition to the usual handicaps

of pioneer farming, operations have been seriously hampered by lack of machinery to do seeding and harvesting with dispatch. Yet in Grande Prairie this past autumn and early winter, five threshing outfits winnowed three hundred and seventy-five thousand bushels of grain, besides which enough had been fed out of the sheaf or reserved for such use to have run the total crop close to half a million. Barley threshed thirty-five to fifty bushels per acre, and was nearly all ripened hard. Wheat yielded variously as to quantity and quality, but as much as forty bushels of good milling grain per acre were obtained. Oats averaged perhaps sixty, though yields of seventy were common and one acre turned out a hundred and twenty. The proportion of grain to straw is well nigh incredible. It is not at all unusual to bag a bushel from six or seven binder sheaves, whereas in the East a bushel from ten sheaves is counted satisfactory. At the risk of my reputation I will add that I assisted in threshing one load of oats grown on late spring plowing which turned out a hundred and one thirty-five-pound bushels according to the machine weigher. Count of the sheaves indicated a bushel to each four and a half sheaves. Yet these oats being sown late, had been frosted before being cut. The sample, nevertheless, was superb, as the editor may judge from the small quantity submitted.

I came to Grande Prairie well informed and therefore confident of the future of this particular area, but open to conviction regarding most of the other sections within what we have broadly styled the Mackenzie basin. I am already convinced beyond all hesitation that many million acres of prairie and bush land will soon be occupied and gradually brought under profitable cultivation. Who knows but that Marquis and Pres-

ton and Prelude wheat and sixty-day oats may yet do for the New North what Red Fife did for the West? If that hope be too sanguine, great stock-raising possibilities remain. Oats and barley ripen well beyond the wheat line and, what is more, oats cut in the milk make excellent feed. Clearing and drainage will gradually reduce the danger of frost so that what is now being accomplished in Grande Prairie may be taken as an earnest of what will soon be duplicated in other tracts—is being duplicated in fact. One of the surprises of our trip was a large frame barn with shingled hip-roof at an extensive settlement just north of Dunvegan. At this same neighborhood we saw a bin of Marquis wheat said to contain fifty-four bushels, grown from one bushel sown on an acre. Near here a township thrown open to entry last summer was all filed upon in three days.

"The fact of grain production in the North is no mere dream of to-day or yesterday. The wheat that won first prize and the bronze medal at the Centennial Exhibition in 1876 was grown at Fort Chippewyan, on Lake Athabasca. It weighed sixty-eight pounds to the bushel. The prize wheat at the World's Fair, Chicago, in 1893, was raised at Peace River Landing (now calling Crossing). A Hudson's Bay Company factor tells me that twenty-five years ago he saw Ladoga wheat ripened at Fort Laird. Oats, barley and potatoes can be grown successfully much farther north than wheat, thus promising a great future for much of the Northland as a stock-raising country.

"Then look at the river systems. The many tributaries of the South and North Saskatchewan, whose waters taste the salt of Hudson's Bay; of the Athabasca and the Peace, whose mingled volume reaches Arctic brine through the mighty

Mackenzie, all take their rise on the eastern slope of the Rockies. This watershed has been set aside as a forest reserve, ensuring a steady stream flow, What perfect conditions for stock raising on the plains through which they run!

"Climatologists have figured out that a thousand feet reduction in altitude is equivalent to between three hundred and three hundred and fifty miles of latitude. Calgary district is about three thousand feet above sea level, Edmonton a little over two thousand; Dunvegan, on the Peace, is thirteen hundred, and Fort Vermilion farther down the river is only nine hundred and fifty."

These figures, considered along with the tempering influence of the warm Japan current, whose soft breath is wafted across the Rocky Mountain range on the wings of the far-famed Chinook, go to explain the miracles of production now heard from what was once supposed to be the frozen and forbidding North.

Who can set limits to the future of such a land? As J. D. McArthur, the well-known railroad contractor, put it in conversation not many months ago—"Every prediction that has yet been made about the West has been gone one better." Mr. McArthur has been building railways in Canada for over thirty years, commencing west of Winnipeg on the C. P. R. He has constructed part of every Canadian transcontinental and if all his sections were pieced together they would span the continent.

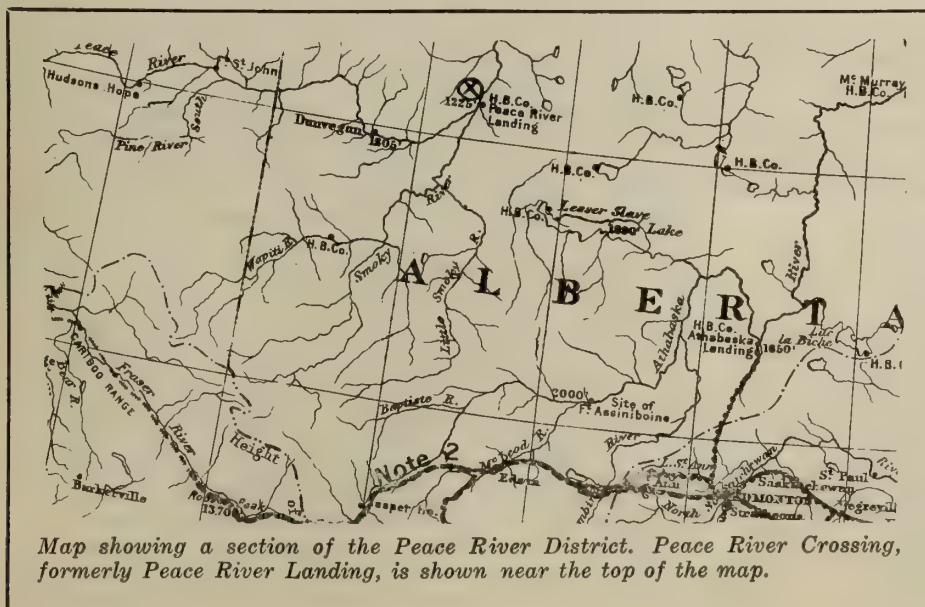


IMPROVEMENT IN PIG IRON.

Cleveland, Ohio, Nov. 26.—The Iron Trade Review to-day says:

"Very large tonnages of pig iron have been purchased during the past few days and the general outlook in the iron trade shows very encouraging improvement. The American Radiator Co. has purchased from 100,000 to 125,000 tons for its various plants, the American Steel Foundries has purchased 12,500 tons additional, and a large number of smaller orders have been entered.

"Orders for machinery and machine tools are coming in large numbers from foreign countries. A number of shops have booked shrapnel contracts and many more are figuring on business of this description. Foreign business has attracted to New York a greater number of sales managers than probably ever before have been in that city at one time. In Cincinnati, an inquiry for 100 lathes for a foreign country, presumably Sweden, could not be supplied by local manufacturers because early shipment was demanded."





Increase in Acreage

ELSEWHERE in this issue appears a letter from a hardware merchant—a subscriber to *Hardware and Metal*—who is located in the Peace River district. He refers to the wonderful possibilities of the Peace River District and also makes reference to the rapid approach of adequate transportation facilities. This brings to mind the fact that Canada is now getting into a position to take advantage of the heavy railroad building which has been going on during the past few years. The main line construction period is practically over and from now on the energies of the transportation companies will be directed largely towards the construction of branch lines or feeders and the improvement of terminals. This does not mean that railway building in the West is at an end, but it is altogether probable that big construction work in so far as main lines are concerned is at an end for some time to come. It is said that the Grand Trunk Pacific will be completed through to the coast this year and the Canadian Northern early next summer. This will mean a great deal to the West and in fact to the whole of Canada. The completion of the two railroads is of the utmost importance to Canada and as a result of the early completion facilities for taking in settlers and carrying out grain will be greatly increased. An announcement has been made to the effect that there has been a 25 per cent. increase in the acreage prepared for crops in the West. This will mean a great increase in the yield, and in the prosperity of the Western farmers and an addition to the wealth and prosperity of the whole Dominion. With increased acreage, increased transportation facilities and every prospect of wonderful possibilities in new districts which are being opened up, the future of the West looks exceedingly bright.

Jobbers Stocks Low

INTERVIEWS with prominent business men who have recently traveled through the West indicate that the smaller towns and villages in the West, depending as they do on the rural sections, are in very good shape, and the rural part of the West, despite poor crops in some parts, is in pretty sound condition. An increase in acreage in the West of about 25 per cent. is indicated, which with the prospect of high prices for grain would mean much to Canadian business.

W. A. C. Hamilton, secretary-treasurer of the Consumers Cordage Co., Ltd., has just returned from a trip through Western Canada. In speaking to a representative of *Hardware and Metal*, he said: "While business is quiet in the West, and more particularly in British Columbia, this condition has been anticipated throughout the year, and it was gratifying to find that notwithstanding the fact that business was somewhat below the average of past years, merchants are meeting their obligations in a manner that speaks well for future business. Jobbers' stocks are comparatively low, and any sort of a demand would quickly cause the manufacturers to enjoy increased orders."

Mr. Hamilton states that while business in the larger centres has quietened down to a noticeable extent, throughout the Middle West, and particularly in Ontario and Quebec, fairly normal business is being done by the jobbing trade. There is good promise of an increase in crops in all provinces, and with good weather conditions from an agricultural standpoint Canada should have a bumper year.

Canadians Win U. S. Prizes

FOR several years past *Hardware and Metal* has conducted an annual window dressing contest open to the retail hardwaremen of Canada. With each succeeding year the contest has grown in popularity—competition has become keener—and the class of displays submitted have each year been of a higher order than those of the previous year. During the course of a year this paper publishes dozens of articles on window displays—shows illustrations of window displays on a larger scale than any other hardware trade paper—and assists materially in promoting the art of window trimming, which we believe is one of the hardwareman's best selling assets. Our contest last year was the most successful in the history of the contest, both in number of entries and in the quality of the displays. The judges in their report said in part: An outstanding feature was the very markedly high quality of the displays submitted. Those who have seen the trim sent in year after year as the writer has done, cannot help but have noticed that the quality of the work has been gradually growing better. Year by year hardware window trimming has advanced. It began on a comparatively low standard and has now attained a stage

where it ranks with the best work seen in any other trade. It is undoubtedly fair to ascribe a share of the credit for this development to Hardware and Metal. The articles which have been given to the trade have helped materially in creating a realization of the importance of window displays as well as educating the display men to do a higher grade of work."

An American contemporary also conducts an annual window trimming contest open to the whole North American hardware trade. The results of their last contest have just been published—and the three first prizes awarded in the contest conducted by the American paper have been taken by Canadians, in fact the very three who won the first three prizes in Hardware and Metal's contest last year. This is indeed a triumph for Canadian hardware window trimmers. We might also mention that one of the three also won a one-hundred dollar first prize a few months ago in a contest conducted by an American manufacturing firm and open to the world. An article written by the winner appeared in Hardware and Metal shortly after the judges gave their decision. Hardware and Metal congratulates the winners on their success in invading the American field and capturing three firsts.

Patriotism and Giving.

"FOR a man who has \$250,000 worth of shares in one big dividend-paying company alone to give only \$10 to the Patriotic Fund is worse than 'calling with an ace full.'" Such is the charge made by a weekly paper which was placed in the hands of *The Financial Post*, by one of the latter's readers. Whether or not the weekly in question was correctly informed we cannot say. A man may give much more to his country than can be measured by the dollars he contributes to the patriotic fund. There are many men in Canada in whose name stands stock of dividend-paying companies to a much greater extent than \$250,000 who would not be justified in giving ten cents to the Patriotic Fund.

It is exceedingly easy to flippantly criticize and condemn contributors to the patriotic or other funds but before doing so, the facts should be known. There are to-day many "reputed" wealthy men who are now, and have for years, carried a heavy load. The stock which is credited to them may be in the bank vaults. To get it from the bank by paying off the debt due the bank, is the cause of sleepless nights and shortened lives. At no period has the strain been more acute than at the present time. Such men are not justified in giving large sums to patriotic and charitable objects. If they do, they are giving to these objects, money, roughly speaking, not belonging to them.

There are many men enjoying regular salaries, but who own neither home nor shares in dividend paying companies, who are in a much better position to pay \$10 to the patriotic fund than many men whose names appear in stocks and share lists as holders of \$250,000 or more. The nature of the criticism which we quoted at the outset of this article, calls to mind the case of the late Mr. Massey, the head of one of the largest manufacturing interests developed in the Dominion. When his project was taking shape and began to take upon itself somewhat large physical proportions in the form of factory plants and stocks necessary to keep it going, he

was appealed to for contributions to every kind of philanthropic purpose. Perhaps the most important solicitors were those from the church to which he belonged. He was obdurate, however, and succeeded in side-tracking all requests by the promise that some day he would do something for them. His co-religionists used such language even in his presence, as implied that his penury was mean and contemptible. Externally, his business was of, seemingly, such large proportions as to leave the impression that he was immensely wealthy. As a matter of fact, he carried a terrific load of debt. It was measured by millions. Out of unsuccessful enterprises he assumed the burden and responsibility of making one that would be successful. To do so meant the assumption of a vast debt and its contingent worry. He could have chosen another alternative which would have permitted him to retire in comfort. But he preferred to do otherwise. He courageously faced a task the success of which meant more for his country than for himself. That he could not have done without his undaunted faith in the future of the Dominion. His faith was justified and in time the debt disappeared and in its place a surplus arose. Then came the time when contributions could honestly be made to worthy objects. Mr. Massey, when his position justified it, gave liberally and his estate has ever since given liberally for the public good.

—*The Financial Post*.

Editorial Notes

AND AFTER the Christmas rush there comes—stock-taking.

THE MAN who thinks it first is not so great as the man who does it first.

KEEP COPIES of the game laws on hand. They are always handy for references.

ALL ENTHUSIASTS may not be good salesmen; but all good salesmen are enthusiasts.

THE HARD-WORKING, resourceful man generally gets higher than the brilliant man.

AT THE RISK of appearing tiresome the suggestion must again be made: Push collections NOW.

HAPPY IS the man who is happy in his work. Every really efficient man is never more happy than when at work.

ONE TORONTO hardware merchant dressed a paint window this week. What are you doing to promote paint sales.

'TIS SAID THAT it is more blessed to give than to receive. If such be the case every dealer should give part of his time to the work of placing the trade on a higher plane.

TIME WAS when people avoided a new article because it was new; now they are more likely to buy because it possesses the advantage of being new. This volte face on the part of the purchasing public has made a big difference in buying methods.

After the War^{*}

SOME twenty years ago two young men started out from Toronto for the City of Winnipeg to establish a business. They had little money, but plenty of experience and determination. They started, and by practically living on their machines, they managed to exist for a couple of years. One morning they awakened to find themselves flooded with orders, and the business was given an unexpected and lasting stimulus. The cause of this sudden change was the burning down of the plant of the large corporation in Toronto who controlled and dominated their particular line, so the West found them the only workshop it could use, and from that impetus they exist and flourish to-day. From this homely and nearby experience we may glean, or even attempt to prophesy what will happen in the world of commerce when the swords now flashing in Europe and Asia shall be sheathed, and the trade winds blow once more. To the south of us is the only fully manned workshop in the world, with inherent resources greater than any of the warring nations. The shrewd Yankee, from whose clear brain sprang so much that is potential in the world of trade, is fully alive to the situation and is prepared to dominate it. Already his factories are beginning to hum with orders from all of the warring tribes. He sees a chance to gain a favorable balance of trade, to do such an export business that soon he shall be able to buy back all the American securities held in Europe, and instead of being a borrowing nation become a lending one.

I know this a gigantic task, but the times are ripe for it. Europe is going back: America is going forward. In iron and steel the American production is equal to that of Germany and Great Britain combined, and the growth continues. Now America is getting the huge export business which Germany and Belgium had in their lives, and being paid domestic prices. The longer the war lasts the more business will come to her and once established she cannot be entirely eliminated.

Germany and Belgium divided between them the export trade in sheet zinc and slab zinc: now the mills in the States have all this business at prices beyond the dreams of avarice: from the domestic market, they have, at one bound, sprang into the World market; at least, it has been forced upon them.

Our common window glass all came from Belgium five months ago: Uncle Sam supplies it now.

But all this, you say, is during the war, not after it; true, but we thought it advisable to show the tremendous lead the States has in the race for commercial supremacy.

After the war, what will happen?

An interesting study in economics here presents itself. The end of business is profit, and profit is based on costs. The altruistic theory of business, of course, is the division of labor, but we are not concerned with that here.

Now, in the United States at the present time wages are uniformly higher than in European countries, because living is dearer, and the average necessities are greater. To offset this, natural resources are greater, with consequent low prices in raw material. Therefore, we may deduce from this that the longer the war lasts greater burdens will be imposed on the combatants, with the result that European costs will more and more become on a parity with American, and it is conceivable that they will exceed them, in which case, your Uncle Sam will be on the ground floor, so to speak.

The manager of one of our leading banks said to me when talking about conditions brought about by the war, that Europe will be put back fifty years. We cannot think that the United States will be put back; quite the reverse.

As far as Great Britain is concerned, we assume that the Allies will be victorious, then with her mercantile fleet intact, she will still remain the great shipping power, but clearly she must make good every dollar that has gone up in smoke, no inconsiderable burden. The tight little islands might take a leaf out of Germany's book, and hasten to consolidate their industries; most of them are too individualistic. This is possibly not clear, but an example will show what I mean. Let us take a small industry in Sheffield making a full range of their line, and employing some two hundred men. They are competing with ten other firms of the same size. Now by combining all into one, enormous economies could be effected without the slightest loss either to employers or employees.

That is the German system. Repugnant, you say, these German syndicates (in America, Yankee trusts), let us have British freedom and competition. Very well, worship your fetish, but business is the science of costs. And what of "O, Canada," that land of great undeveloped resources, ever since prospectuses were issued. The war has furnished a peg on which to hang the hat of tribulation. This is a land where we began from the top downwards, instead of from the ground up. We start with the stock certificate instead of the ploughshare. We shout back to the land, and then watch to see if there is anybody foolish enough to start back, so that we can relieve him of any loose change on the way. We have borrowed, not too wisely, but too well, and the war has served us a double purpose—the dark one to conceal our weakness, the bright one to increase the value of our natural products, and put us in a better position to pay our debts.

To put the situation in a nutshell, we are in the position of a company which has increased its capital and plant, and lessened its production, and we do not need a political or cost expert to tell us whither we are drifting.

The banquet from which we have just arisen was indeed splendid, the viands of the best, the wines excellent, we were well dressed, had a cheerful effrontery, but withal, company manners. To-morrow morning early we must start down the road we had almost forgotten with the dinner pail in our hands.

^{*}The above address was delivered at a banquet last week by a Toronto business man who is closely allied with the hardware and metal trades and is well-known throughout Canada.—Editor.

An Advertising Suggestion: Proposed Lay-out for Christmas Advertisement

The advertisement shown below has been prepared as a suggestion for a Christmas advertisement for use by retail hardwaremen. By changing the firm name and inserting prevailing prices on the lines shown, the advertisement can be used by any retail hardware firm. The electros used have been selected from the assortment offered by Hardware and Metal's electro service and shown elsewhere in this issue. The electros may be purchased at a cost of fifteen cents each. In the assortments offered, a great many articles of hardware suitable for Christmas gifts are shown. The advertisement here shown is merely a suggestion. There will no doubt be a good demand for practical gifts during the next four weeks and retail hardwaremen should secure a very fair share of the Christmas trade.

Practical Christmas Gifts at Babb's Hardware

THERE is an inclination and tendency this year to give practical articles as Christmas Gifts. Goods of a flimsy—yet expensive—character will not be given as in the past. There are probably no other stores carrying more complete and practical Christmas gift suggestions than the modern hardware stores. We have a wide selection to choose from at prices ranging from 25 cents and upwards. Below are a few suggestions.



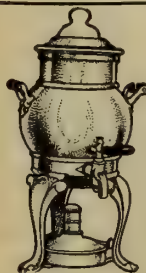
No. 1—The casserole is a practical yet beautiful gift that will be appreciated by the recipient. We have round or oval shapes at prices ranging from \$3.00 to \$5.00.



No. 2—Crisp, tasty toast can be made in a few minutes with one of our guaranteed toasters. Each toaster is equipped with a rack which keeps the toast warm. Price \$5.00.



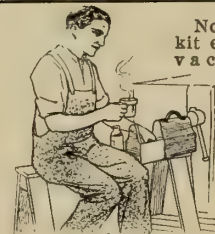
No. 3. — A quick stew can be made with a chafing dish. We have the latest designs and finishes — and all reasonably priced. \$4.00 to \$8.00 each.



No. 4—Coffee percolators—the modern coffee-making machines—an ornament for any table and yet unexcelled in efficiency for making coffee. Prices \$5.00 to \$6.00.



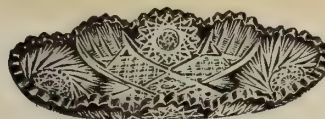
No. 5—A good carving set is an acceptable gift—that is if the steel is good and will keep a good edge. We have a wide range to show you. Comes in pairs, 75c to \$2.00 pr. Comes in cases, \$2.50 to \$7.00 pr.



No. 6—A lunch kit equipped with a vacuum bottle makes a splendid gift for the worker who is unable to get home for lunch. Call and see them. Kits from \$3.50 up.



No. 7—An alarm clock makes a good Xmas gift—that is if the clock is one that can be depended upon to do the work for which it is intended. We guarantee every clock we sell to be a perfect time-keeper. Prices \$1.50 to \$3.00.



No. 8—Cut glass is always appropriate. A piece of richly-cut, sparkling cut glass makes an ideal Xmas gift. See our selection. Prices \$1.00 to \$15.00.



No. 9—A Bread-Mixer that mixes thoroughly in three minutes. Would it not make a splendid gift for one of your friends? Made in two sizes. Prices \$2.50 to \$3.00 each.

BABB'S HARDWARE, 120 MAIN STREET
PHONE 100

Rebuilding a Wrecked Hardware Business

Hardware Merchant Opens on Ruins of a Store Which Failed, and Profits by His Predecessor's Mistakes — Told in His Own Words.

Written for Hardware and Metal by a Canadian Retailer.

WHEN you called at my store the other day there was such a rush for glass following that snow-storm, I was unable to attend to you then. Now, when business is not so pressing, I am only too glad to relate how I happened to open this store, and the circumstances attending it. I suppose you know that I was living in this suburb for a number of years simply as a resident, having no intention of opening a store here. Of course, I have been interested in hardware for many years, but not in this town; I simply came here to reside, as I wished to be in a locality where my wife and I could enjoy good society. There were times when I required a hammer, some nails, a carpet sweeper, or a can of paint, but never once was I able to deal with any satisfaction at the local hardware store. Eventually I was compelled to go down town for every little thing I required, and, believe me, I used to bless the man who ran the hardware store in this suburb.

The day came, as I knew it would, when our local merchant's stock came under the hammer. In order that the people in this district, including myself, might be able to get what they wanted in the hardware line, I bought out the stock myself. You remarked when you were in here yesterday that you had seldom seen a better laid out store, or a nicer display of hardware. Now, I am going to tell you something that will open your eyes: except for a thousand dollars which I have spent on new stock since I opened, the stock you see in my store is the same as that which my predecessor failed to dispose of in the old store.

Certain changes have been made to produce the effect which you referred to. Firstly, I could not possibly have begun business in the same building as the other man. He had rented the front of his store to an insurance agent, and his basement to a laundryman; thus he had three businesses in a building that was not big enough for one, and by handing the front portion of the store over to the insurance agent, he sold one of his best assets.

Removed Old Associations.

I determined to make my store as unlike the old place as possible in order not to suffer from the ill-will that had been earned by the other man. Firstly,

Some days ago, a representative of Hardware and Metal paid a visit to the suburb of an Ontario city. He found that the merchant who was formerly located there, had failed, and that a high-class store, using up-to-date methods, had taken his place. He secured a promise from the successful merchant to state as far as possible, the reasons for the failure of his predecessor.—Editor's Note.

I moved the location a few doors away. A rather classy brass name plate, bearing the new name, was ordered, and placed in the base of the window. The color of the fixtures was even changed. I stained them inside and out a mahogany color, and placed green felt on surfaces where goods were to rest. Fortunately I had a good-sized display window, which I provided with two fancy mahogany barriers, about a foot high, dividing the window into three.

You probably noticed that the window is dressed to attract women. I believe I can get the men's trade easily, but the women have been so disgusted, they naturally start straight down town for the department stores, where they are at liberty to walk around to their hearts' content, and choose what they like. As far as possible I have tried to embody this principle in my store.

Did you notice while waiting in the store the other day that two ladies were seated? It is not often you see chairs in a hardware store. When I installed them, I did so for a particular reason. They have earned me scores of dollars. If you can get a woman seated in your store, she will soon begin to gaze around, and before long her eyes will rest on something that takes her fancy, say, a teapot. If she is able to walk over to that teapot, she may buy it; but if she sees it dangling from a string on the ceiling, in ninety cases out of a hundred she won't trouble to ask about it.

Hardware Like Jewelry.

Hardware, in my opinion, is something like jewelry; if you put it where people can see it, they may possibly buy. A woman is seated on one of those chairs, and while waiting for the clerk to tie up a parcel she has bought, she notices a little brass nick-nack sampled on one of the drawers. It looks to her like a picture hanger. Possibly she has formerly driven two-inch nails into her wall. She asks the price, and, finding it to be only a few cents, buys half a dozen. You know, hardware, especially house furnishings, is far different to clothing; in time, a man has got to buy a pair of

pants, or the chill will affect him; on the other hand, a good many lines of hardware must be displayed to sell.

Driving Business Away.

But that's getting away from the point: you asked me the circumstances under which I opened here, and what, in my opinion, was the cause of the other man's failure. I have told you roughly what led me to buy this stock; now I am going to tell you of a few things which probably militated against his success. You know that this is a fairly high-class district. How could this man expect to get the ladies' trade when to get into his store a lady was compelled to gather her skirts tightly to avoid getting them soiled? It was that which drove them to the department stores.

Another of his fatal defects was his inability to sell. A hardware man must be a salesman, or must engage one. This man tried to run his business on boys. A man went in there one day and said he'd lost his key. What do you think the hardwareman told him? Told him he'd better break the door in. Probably he went elsewhere. A good salesman would have tried to make or sell him a key, and then induced him to buy a new lock set on the ground that somebody else had his key. In little things like this he did not use much diplomacy.

Fatal Dilatoriness.

But his chief faults, which I have no doubt were most instrumental in bringing about his failure, were the careless way in which he kept his stock, and his lax business methods. An instance of the latter occurs to me. A lady ordered a vacuum cleaner at a cost of over a hundred dollars. He did not have one in stock, so he ordered one. It lay in the store for over three weeks before it occurred to him that the woman might want it. When he did deliver it, he was informed she had bought elsewhere, and refused to take it. What did he do with it? He wrapped the body up and hid it away at the back of the store. The rest of the equipment he pushed into another corner.

When I bought his stock I soon made up my mind that this thing was going to lie in no corner. I placed it at the entrance to the store and advertised it for rent. It is never in the store for more than two days running, and has already

Continued on page 53.)

How the War Will Affect Christmas Buying

Confidence is More Than Half the Secret of Success—Because it is Such a Tremendous Motive Power — The Live Merchant Inspires His Salesmen.

Written for Hardware and Metal by Henry Lewis.

THERE is nothing of wisdom in pessimism. The wise man sees both sides of a question; he looks at the outlook from its bright side as well as its dark side. But the man who refuses to take note of the dark cloud is as foolish as he who disregards the silver lining thereto. You may come to grief just as easily by brushing aside a warning that the ice is thin, as you may by believing that it is so thin that to put a foot on it means dire results. The results from foolhardiness and timidity are equally dire.

The old Latins had a proverb, "The safest path is in the middle of the road." That is where the conservative optimist stands. The conservative optimist among hardware and metal men recognizes, in his view of the Christmas trade situation this year, two correlative facts. One is that the aggregate Christmas trade is likely to be less than

last year. The other is that because trade may be less, he must so plan and so work and so manoeuvre that he will get a larger share of it.

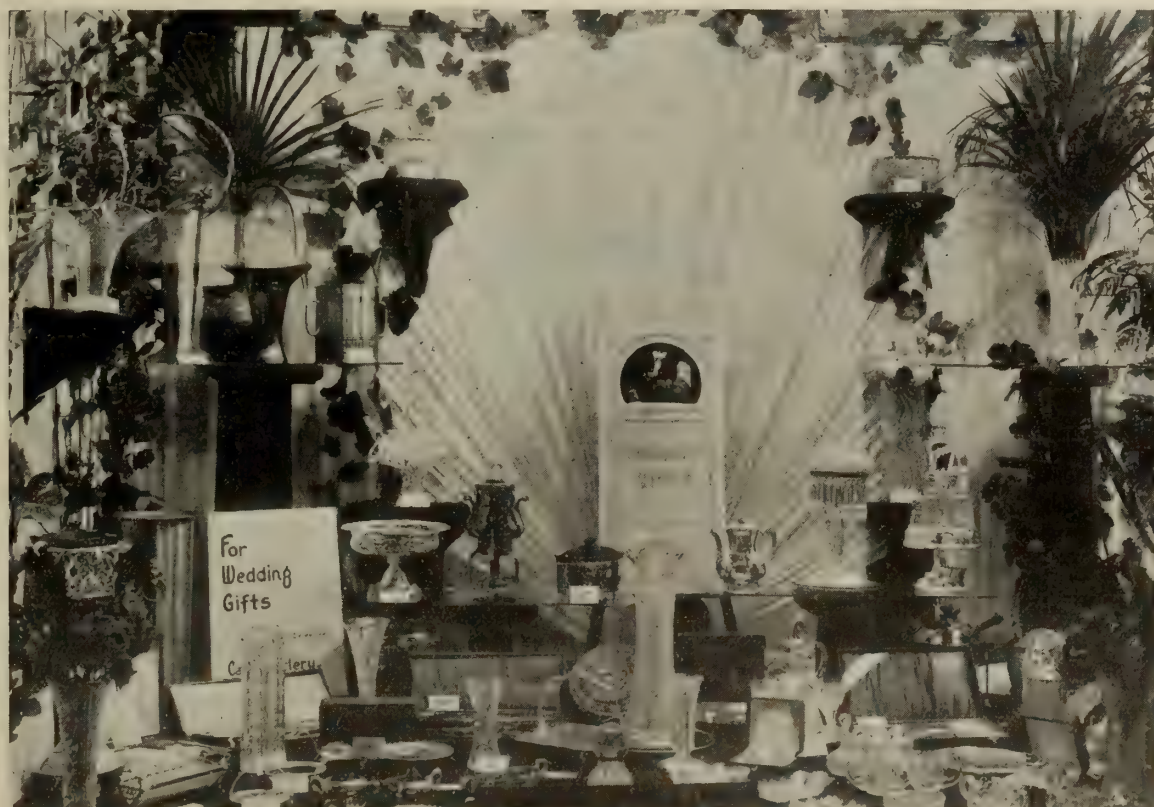
There is no wisdom in blinking the facts. War means a money shortage not only in the countries directly affected, but in those indirectly concerned. And a money shortage means that what money there is will be conserved. Even Christmas, the time of a general loosening of purse-strings, will be affected. Christmas in 1914 will not be a season of abnormal buying and selling as it has been in other years.

But—no one can forecast just what decrease this year's Christmas business will show from that of other years. At any rate, there is bound to be a Christmas trade. Much can be done by the tradesman and salesman to make that trade as big as war economies will allow. It is an axiom that the salesman

puts on an extra spurt in the Christmas season. This year, the wise and successful merchant will double his energies. He will multiply his services for demonstrating his goods. He will increase their attractiveness. His window displays will reflect more than usual care. His silent salesman will be as eloquent in its appeal as the dealer knows how to make it. His staff of salespeople will use that extra bit of business zest. In fine, his whole efforts and those of the assistants he has at his disposal will be keyed up to the top-notch of their sale-pulling power. And he will "go for" the Christmas trade, using every weapon in his armoury to bring it home.

This dealer will make good on an awkward proposition. The fact of hard times is not easy to get over. But the prime way to tackle the problem is to meet it with extra care, extra work, and

(Continued on page 49.)



The above display was arranged by H. E. Stephens for the Calgary store of the J. H. Ashdown Hardware Co. Window trimmers in arranging Christmas displays can secure many good ideas from this display.

Practical Problems for Sheet Metal Workers

Article No. 9 of Series

By Chas. Seivers

Article 9.

IN Figs. 1 and 2 are shown two different methods of drawing an ellipse, and in Fig. 3 is shown a practical and quicker method. In Fig. 4 is shown a figure which cannot be called an ellipse but rather an elliptical curve, as it is not a true ellipse, as its different curves are portions of circumferences of a circle, and no part of the curve of an ellipse can be considered to be a portion of the circumference of a circle.

In Fig. 1.

To draw an ellipse when the transverse axis, as at A-C and the conjugate axis, as at B-D are given.

Draw A-C and B-D at right angles, bisecting each other at E. With B and D as centres and A-E or E-C as a radius, draw arcs to cut A-C as at F-1 and F-2. These points are the foci of the ellipse. Between one of the foci and E, mark off on A-C any number of spaces, having their decrease as they approach the foci as shown at 1-2-3-4-5-6-7. Using the foci, F1 and F2 as centres and A-1 as a radius draw arcs shown at 1-1-1-1 with the same centres, and, using 1-C as a

radius draw arcs, cutting those drawn with radius A-1. With A-2 and 2-C, A-3 and 3-C, etc., as radii, draw arcs from the same centres F1 and F2, to intersect at points on curve as at 2, 2, 2, 2, 3, 3, 3, 3, etc. And through these points draw a curve which will be an ellipse.

In Fig. 2.

Another method of drawing an ellipse is here shown. Having drawn the axes as A-B and C-D at right angles to each other, draw two circles with E as a centre, and E-C or E-D and E-A or E-B as radii.

Divide these circles into any number of equal parts as shown by the divisions 1, 2, 3, 4, 5, 6, etc. From the points on the large or outer circle, draw lines parallel to C-D and cut them by lines drawn parallel to A-B from corresponding division on inner circle. A curve drawn through the points of intersection will be an ellipse.

The curve of an ellipse is such that the sum of the distance of any point in it to each of the foci, is equal to the length of the transverse axis. This

point can be noted in Fig. 1, the first arcs are drawn with a radius of A-1 intersected by arcs drawn with a radius equal to 1-C., thus, from any point 1 in the ellipse to each of the foci is equal to A-C.

From this peculiarity is based the method shown in Fig. 3. In this figure A-B and C-D are the axes of the ellipse. With C and D as centres, and A-E as a radius draw arcs cutting A-B at F and F'. These points are the foci of the ellipse.

Place a pin or thumb tack in each of the foci and in one of the points C or D. Around the three pins tie a piece of string, tightly drawn, remove the pin at the end of the axis as C or D and place a pencil in its place. Keeping string drawn taut move the pencil around the two pins remaining. This will draw or trace an ellipse.

Fig. 4.

With the transverse axis given, as at A-B, draw an elliptical curve.

Divide the axis A-B into four equal parts, as shown at E-D-C, with E and C

(Continued on page 49.)

PLATE 9

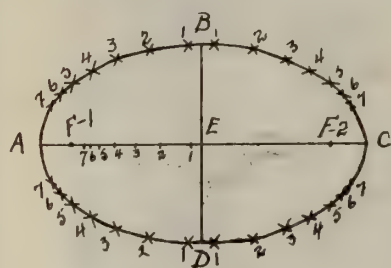


FIG. 1

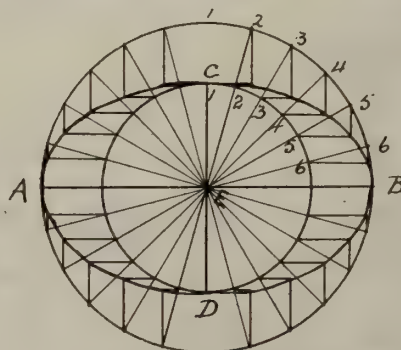


FIG. 2

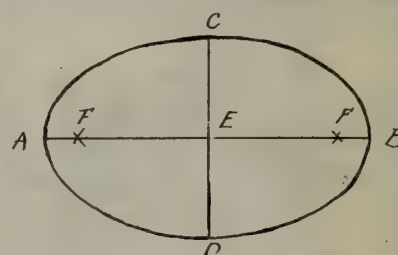


FIG. 3.

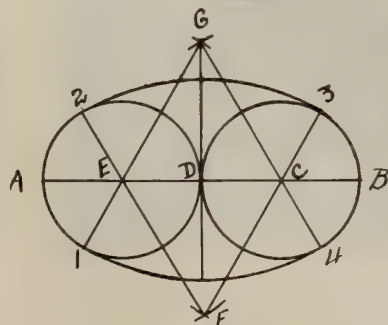


FIG. 4.

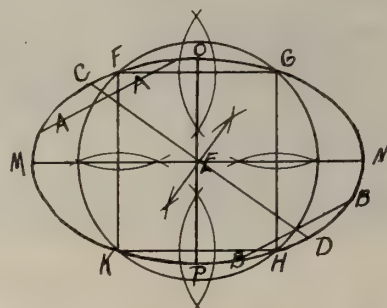


FIG. 5.

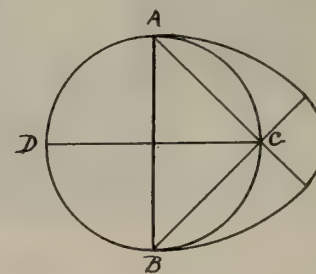


FIG. 6

The Hardware Letter Box

Enameled Signs.

John Acres, Thornbury, Ont.—Please give us through the columns of your valuable paper the names of firms making enamelled signs.

These may be supplied by the following firms: The Thos. Davidson Mfg. Co., Limited, Montreal, Que.; the McClary Mfg. Co., London, Ont.; the Sheet Metal Products Co., Ltd., 199 River street, Toronto; E. T. Wright Co., Ltd., Hamilton, Ont.—Editor.

* * *

Surveyors' Levels.

Tripp & Sinclair, Florence, Ont.—Can you tell us where we can buy Surveyor's Levels? Please give us what information you can.

The firms mentioned below can supply your requirements: The Art Metropole, Ltd., 241 Yonge street, Toronto, Ont.; Eugene Dietzgen, 116 Adelaide street west, Toronto, Ont.; Keuffell & Esser, Montreal, Que.—Editor.

* * *

Card Writers' Supplies.

Menzies' Hardware Company, Chilliwack, B.C.—Kindly let us know where as early as possible we might procure show card writers' brushes, pens, paints, etc.

Art Metropole, Ltd., 241 Yonge street, Toronto, or E. Harris Co., 73 King street east, Toronto, could supply your requirements.—Editor.

* * *

Henkel's Cutlery.

The H. P. Hymmen Co., Ltd., Berlin, Ont.—Kindly advise us the selling agents in Montreal of Kenkels' Cutlery.

F. W. Lamplough & Co., Unity Building, Montreal, are the people who handle this line in Montreal.—Editor.

* * *

Eden Washer.

Donald Sinclair, Paris, Ont.—Could you tell us who makes the Eden Electric Washer, and have they an agent in Canada?

This washer is made by Brokaw Eden, 2318 Western avenue, Chicago, Ill., and their Canadian agents the Grassick Bros., 229 Yonge street, Toronto.—Editor.

* * *

Whalen Rasps.

W. Bourque, Sherbrooke, Que.—Kindly advise us who are the makers of the Whalen horse rasp.

Can any of our readers supply this information?—Editor.

Burlap.

J. L. Demers, Thetford Mines, Que.—Kindly tell me the manufacturers of burlap in Canada.

The Dominion Oil Cloth Co., of Montreal, and the Coot-a-Lap Co., of Walkerville, Ont., are the Canadian manufacturers of burlaps.—Editor.

* * *

White Mica.

S. B. McClung & Co., Trenton, Ont.—A customer of ours has a mine of white mica, and he wishes to know of any manufacturer who would be interested.

Try General Electric Company, Schenectady, N.Y.—Editor.

* * *

Hartford Malleable Range.

J. Funk & Co., Herbert, Sask.—Please inform us through your paper if there is a Canadian agent for the Hartford Malleable Range manufactured by the Niagara Stove Co., Buffalo, N.Y.

Marshall, Wells & Co., Winnipeg, handle this line.—Editor.

* * *

Royal Furnaces.

Walter S. Fairweather, Sussex, N.B.—Kindly advise who makes the Royal furnace.

Kir Ben, Ltd., Almonte, Ont.—Editor.

* * *

Masury Colors.

Fraser Hardware Co., Galt, Ont. — "Would you please favor us with the address of the agents for Masury's Colors in Oils, and oblige."

Sanderson, Percy & Co., Ltd., 65 Adelaide street, west, Toronto; Stewart & Wood, 84 York St., Toronto.—Editor.

* * *

Steel Barrels.

John Douglas, Wroxeter, Ont.—Kindly let me know where I can buy steel coal oil barrels.

Imperial Oil Co., Toronto.—Editor.

* * *

Hero Heating Furnace.

A. M. Carseadden, Ft. Saskatchewan, Alta.—Kindly let me know who makes the "Hero Heating Furnace" for schools, etc.

Chas. Smith Co., West Lake street, Chicago, Ill.—Editor.

* * *

Wire Guards.

M. Charpentier, Sutton West, Ont.—Please advise where I can purchase wire guards for use in front of animals in stable.

Beatty Bros., Fergus, Ont.; B. Greening Wire Co., Toronto; Canada Wire & Iron Goods, Hamilton; Dennis Wire & Iron Co., London, Ont.; The Tisdale Iron and Stable Fittings Co., 19 Temperance street, Toronto.

LETTERS TO THE EDITOR

These columns are open to contributions upon any topic of interest to the trade, it being understood that the views expressed are those of the contributors, and do not necessarily imply editorial indorsement. Names of contributors will be withheld, if desired, but name of writer must accompany correspondence as an evidence of good faith.

November 19, 1914.

Editor, *Hardware and Metal*,
Toronto.

I read with interest Imperial Varnish & Color Co.'s letter, per H. E. Mihell, in this week's Hardware and Metal just to hand.

When I reached the last paragraph but one, I read that twice, and remarked to myself, "What is HE sore about." Then I read the last paragraph, and repeated it also.

"There may be a reason." I wonder? However, it is the second paragraph, to which I want specially to refer. I trust the sentiment expressed therein is sincere.

For some time I have been trying to find out who the firm is, that supplies Eaton's, Winnipeg, with Ready Mixed Paint at a price that enables them to retail same at \$2 a gallon. Then I presume this firm turns round to the retailer and sells him the same stuff, \$2 wholesale, and expect him to sell it at a profit.

This unfair competition is hitting us very hard out here.

I wonder how many hardwaremen would handle this firm's goods, if they knew their name.

Seeing Imperial Varnish & Color Co., per H. E. Mihell, are in the business, and they shew such a deep interest in the welfare of the retailer, perhaps they can enlighten us.

WESTERN HARDWAREMAN.

P.S.—I should also mention Barn Paint at \$1.05.

* * *

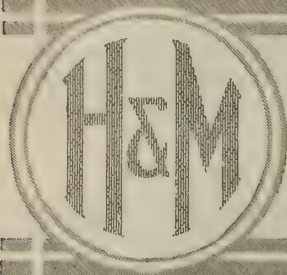
The following letter has been received in answer to the letter of "Multum in Parvo" in the issue of November 14.

Multum in Parvo:

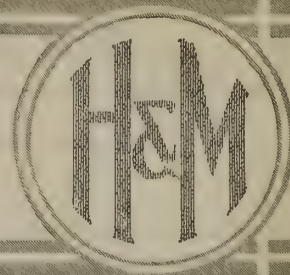
In reply to yours in Hardware and Metal, under date of November 14, page 49, I am of the opinion that your principals must have been laboring under a sour stomach caused by the fear of the Zeppelins, because if he will only glance at the financial papers he will notice that the Canadians (in general) are meeting their obligations without taking refuge behind the "Moratorium" to stand off their creditors.

Of course there remains the possibility that your principals are German or Austrian firms, in which case the attitude they are taking would be perfectly justified.

A PAID-UP ONE.



Current News



Dominion Incorporations.

The Canadian Lippart-Stewart Motor Car Co., Ltd., capitalized at \$50,000, head office, Ottawa, Ont., to manufacture and deal in motor vehicles.

Aztec Oil & Asphalt Refining Co., of Canada, Ltd., capitalized at \$2,000,000, head office Montreal, to carry on the business of refiners and dealers in oil, etc.

Convention at Toronto.

The secretary of the Ontario Retail Hardware and Stove Dealers' Association informed Hardware and Metal that a decision had almost been reached to hold the annual convention of the association at Toronto, Ont., during the third week in February, 1915. The Canadian Hardware Manufacturers' Exhibitors' Association will also hold a convention in Toronto at the same time.

Fire Losses.

Saskatoon, Sask.—The warehouse of the Saskatoon Hardware Co., First Ave. North, with contents valued at between forty and fifty thousand dollars, was completely destroyed by fire on Thursday night, November 19. Cause of the fire is unknown. The building was of frame metal clad, two storeys and basement, and belonged to the company. There was a fair amount of insurance.

Business Changes.

J. A. Tanguay, formerly with Lewis Bros. and Caverhill & Learmont, Montreal, has bought the business of J. E. Bissonnette, hardware, paints, etc., 900 St. Catherine Street East, Montreal. Mr. Bissonnette has gone to The Cedars, Que., to look after his father's business, which includes hardware. This is Mr. Tanguay's first connection with the retail business. He has acquired a thorough knowledge of hardware in two leading wholesale houses.

Ontario Incorporations.

Flexilac Paint Company, Ltd., head office Toronto, capitalized at \$50,000, to carry on the business of manufacturers and dealers in paints, pigments, polishes, stains, linseed oil, oil cake, white lead and other lead products, colors, chemicals, varnishes, etc.

Canadian Link-Belt Co., Ltd., capitalized at \$25,000 to manufacture and sell

machinery and supplies, chain, drop forgings, steel, etc. Head office Toronto.

Dominion Ironite Co., Ltd., capitalized at \$40,000, head office Waterloo, Ont., to manufacture and deal in composition floorings, water proofings and kindred products.

Personals.

Robert Hobson, president of the Steel Company of Canada, is in London.

S. G. Smith, of the A. C. Leslie Co., Montreal, has gone to Toronto, where he will train for a cavalry officer.

L. A. Blackwood, manager of the Millar-Morse Hardware Co., is at present on a trip through Alberta. He will probably be away two or three weeks.

Armstrong, Whitworth of Canada, Ltd., who have built a new plant at Longueuil, Que., for the manufacture of tool steel, will commence operations within two weeks.

H. W. Aird and F. A. Scott, manager and general superintendent, respectively, of the Canada Paint Co., Montreal, have been in Toronto this week for a few days on a business trip.

Canadian Winners.

The American Artisan and Hardware Record, Chicago, has just announced the results of the recent window display competition conducted by the paper. The three first prizes in Hardware and Metal's contest last year were also won by the same Canadians—the only difference being that in Hardware and Metal's contest the order of the names was reversed. The prizes were awarded in the American contest as follows:—

First prize, Chas. Byford, Bond Hardware Co., Guelph, Ont.; second prize, C. H. Smith, c/o J. H. Ashdown Hardware Co., Calgary, Alta.; third prize, Fred J. Mills, c/o Mills Hardware Co., Hamilton, Ont.

Canadians receiving honorable mention were Harold W. Parr, Edmonton; E. A. Whitten, Bracebridge, Ont.

Appraisers' Bulletin, No. 978.

The following notice for the guidance of customs officers has been sent out by the Department of Customs:

File No. 83290.

Cancelling Appraisers' Bulletins Nos. 653 and 660.

FIRE BRICK.

Declaration of Board of Customs, Ottawa, 10th November, 1914, in re Item 281, Customs Tariff, 1907.

That the following fire-brick shall be rated as of a class or kind not made in Canada, and admitted free of duty, viz.:

(1) Rectangular fire-brick. Ordinary 9 in. x 4 1/4 in. x 2 1/2 in. valued at over \$16 per thousand at place of export—the estimated weight of each such brick being 6 lb. 13 oz.

(2) Other rectangular bricks of fire-clay not over 9 inches long, nor over 4 1/2 inches wide, nor over 2 1/2 inches thick, valued at more than 23 1/2 cents per 100 lb. at place of export.

These rectangular bricks include shapes known as "Splits," 9 in. x 4 1/2 in. x 2 in., and "Soaps," 9 in. x 2 1/2 in. x 2 1/4 in.

(3) "Key" brick for arches of smelting or reduction furnaces.

(4) "Neck" bricks for smelting or reduction furnaces.

(5) Edge bricks for smelting or reduction furnaces.

(6) Magnesite fire-brick.

(7) Silica fire-brick when composed of not less than 90 per cent. silica.

That the following fire-brick shall be rated as subject to duty under item 282 of the Customs Tariff, 1907. viz.:

(a) Rectangular fire-brick when valued at not more than \$16 per thousand for the ordinary size, 9 in. x 4 1/4 in. x 2 1/2 in.

(b) Other rectangular fire-brick valued at not more than 23 1/2 cents per 100 lb.

(c) All flat bricks of fire-clay 6 in. x 6 in. x 1 1/2 in. and up to 48 in. x 30 in. x 9 in.;

(d) All "cupola blocks" of fire-brick, large or small;

(e) All circle bricks made from fire-clay;

(f) All fire-brick, stove-linings and annealed furnace linings;

(g) All locomotive fire-brick blocks, rotary kiln blocks and combustion chamber blocks for engines;

(h) Hollow blocks, hollow shapes, gas retorts, crucible rests, spouts and runner brick composed of fire-brick.

In effect Nov. 20th, 1914.

AMONG THE MANUFACTURERS.

It is important that it be noted that the depression at present felt in business circles is not always the result of the war. A Canadian company which concerns itself with the manufacture of sheet metal products said that while trade was comparatively slow with them it was no worse than at this time last year.

"Our trade has not been affected for the worse by the war," said the manager of the concern in question. The slump with us came as long as thirteen months ago when the financial situation really became serious. This winter would have been a dull time whether the war had been a factor or not."

Business among the sheet metal products people seems to be fair. While conditions reflect the depression which is common to most business enterprises, there is no unusual slump in this particular line, though, as one concern said: "If we had three times as much business we could handle it without increasing our staff at all."

* * *

"While we have nothing to boast about, we can't complain," were the words of a Toronto paint and varnish man on the situation in his line just now. Business, so far as his own company is concerned is "not too bad." Northern Ontario, Eastern Ontario, Quebec and the Maritime Provinces report that the position in the paint and color world line is good. Alberta and Saskatchewan are fair. The far West, Vancouver and neighborhood, is quiet.

The chief difficulty that this particular concern seems to be encountering—and doubtless it will be general among the paint and color companies—is the question of the securing of dry colors, pigments, etc. Most of these are obtained from Germany, and the war has naturally stopped the supply.

Whether America will be able to step in and furnish the Canadian market with the dry stuffs and dyes and chemicals, the production of which has been so well and so long looked after by German houses, is a point not yet determined. To do so they will have to discover a good many processes. Meanwhile, Canadian houses are feeling the shortage of supply. So are those in the United States. One Toronto house said that if they cared to sell in the raw state the dry stuffs and pigments which they had in their warehouse the American houses would be only too glad to buy.

So far as the small country stores are concerned, taking them pretty generally, they do not seem to be bothering very much about the effect of the war. Sales keep at much about their usual level,

and retail business is more or less normal.

**HOW WAR WILL AFFECT AFTER CHRISTMAS BUYING.**

(Continued from page 45.)

a large faith. Of the Greek runners it used to be said, "They did it because they thought they could do it!" Confidence is more than half the secret of success, because it is such a tremendous motive power. Unless the hardware merchant persuades himself that he can handle the difficult situation which the war has imposed upon him, he won't take the trouble to use his more practical aids to success. He won't bother to make his window attractive. His salesmen will get no inspiration to put their very best selling power into their work. They and he will be in the lackadaisical, indolent, easy-going attitude most conducive to pessimism. If the dealer shrugs his shoulders and says, "Oh, there won't be any Christmas trade for me this year," then depend upon it there won't be.

Doubtless, the class of goods that will sell best this Christmas will be those which are useful and necessary. The luxurious in gifts will give place to the practical. The housewife who has a certain sum to devote to Christmas giving this year, finding it less than usual, will see to it that the gifts she cuts out are the ornamental and unnecessary things. Necessities, from their very nature, must be kept in. When hard times come along, the concern which manufactures automobiles finds its stock going down, rather than the company which makes bread. Automobiles are luxuries: bread is a necessity. What Christmas gifts are possible to the shopper who is feeling a financial strain will, therefore, be along the line of practicalities. The wise hardware merchant will accordingly regulate his display to suit the demand. The useful article will have a prominent place. The salesman will advance its claims and set forth its merits. The dealer will see to it that his campaign fits the circumstances. The purchaser, in the main, is the regulating factor. In the majority of cases the buyer does not buy what the salesman wants to sell. The salesman sells what the buyer wants to buy. The purchaser's demand defines the salesman's supply. And this year, among the people who are comparatively unmoneyed, the demand will be for the gift that is useful.

It should be remembered, however, that so far as the wealthier class of Christmas shoppers is concerned, Christmas of 1914 will not be materially dif-

ferent from those that have gone before. The war will make little difference to the wealthy. They will have the same resources for Christmas-gift buying. So far as they are concerned, therefore, the hardware man need not alter his scheme of display. To this class of shopper the expensive, valuable, the high-priced luxury will have its old appeal. Business, so far as regards the wealthy shopper, will be much as usual. He or she will have much the same money to spend and will spend it in much the same way.

This year's Christmas situation is different to that of other years. It will need, therefore, different measures. The merchant who tackles an extraordinary problem with an extraordinary amount of energy, and in an extraordinarily determined spirit, will prove the justification for his so doing in the results. He will have succeeded in making the best of a difficult job.

**PROBLEMS FOR SHEET METAL WORKERS.**

(Continued from page 46.)

as centres and C-B as radius draw two circles. With E and C as centres, and E-C as a radius, draw arcs to intersect at G and F. From G and F draw lines through E and C to cut the circumference of the circles as at 1, 2, 3, 4. With F and G as centres and F-2 as a radius draw arcs 2-3 and 1-4 which complete the curve.

Fig. 5.

An ellipse being given, find the transverse and conjugate axis. To do this draw any chord as A-A, parallel to this chord A-A draw another chord as shown at B-B. Bisect the chords A-A and B-B and draw a line through the centres to cut the curve of the ellipse as at C-D. Bisect the line C-D as at E. With this point E as a centre, draw a circle to cut the curve of the ellipse at four points, as F, G, H, K. Next draw lines joining F-G, G-H, H-K, and K-F. Bisect F-G, G-H, H-K, and K-F, and extend lines drawn through their centres to cut the ellipse at M-N, O and P. M-N is the transverse axis and O-P the conjugate axis.

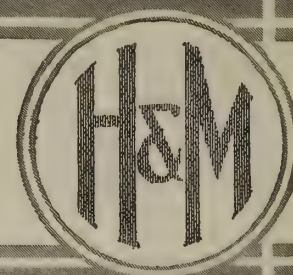
Fig. 6.

To draw an oval of a given width as A-B. Draw a circle with its radius equal to one-half of A-B. Draw a diameter at right angles to A-B as C-D. From A and B draw lines through C extending them past circumference of circle. With A and B as centres and A-B as radius draw arcs from B and A respectively cutting lines drawn through C, as at E and F with C as a centre and C-E as a radius draw arc E-F completing the oval.



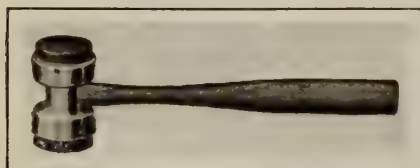
New Hardware Goods

Offered Canadian Hardwaremen



THE CHATHAM MALLET.

The new "Chatham" mallet being made by the Gong Bell Manufacturing Company of East Hampton, Connecticut, is being offered to the Canadian hardware trade. The "Chatham" is a two-faced mallet, made of malleable iron and finished in aluminum. The heads of vulcanized fiber are said to be practically indestructible. The handles are made of seasoned hickory of graceful lines. This



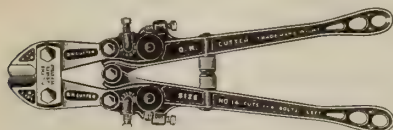
The Chatham Mallet.

mallet is manufactured with the idea of hard usage either against metal or wood, the fiber heads tending to prevent denting of material. For the automobilist, or repair and garage men, carpenters, pattern and cabinet makers, plumbers, etc., the manufacturers claim no better mallet is made. The size of the head is two inches in diameter and $3\frac{5}{8}$ in. in length. The vulcanized fiber heads are removable and can be renewed should the occasion demand.

THE O. K. CUTTER.

H. K. Porter, Everett, Mass., is making a 10-in. and 14-in. two-handed cutting tool similar to the "EASY" and "NEW EASY" Bolt Clippers.

The name Cutter has been adopted to differentiate the new line from the old ones, and prevent confusion in ordering.



The O.K. Cutter.

The new line also will not be known by the old size designations, No. 0, 1, 2, 3, 4, but will in all sizes be named by the length of the tools, thus the two sizes now ready are size No. 10, for $3\frac{3}{16}$ in. bolts in the thread, and size No. 14, for $\frac{1}{4}$ -in. bolts in the thread. These tools are now made with two kinds of edges to

the jaws; one has the bolt clipper edge, or cut, in which the jaws have a large bevel on the top side and a small bevel on the bottom side of the jaw for trimming bolts, rivets and other work required to have nearly a flat end. The other style of edge is called the centre cut, in which the two bevels are equal, and the edge is in the centre of the thickness of the jaw. These tools have a new adjustment—said to be the simplest yet designed—and the cutter head, being attached to the handles by connecting bolts, can be changed from one style to the other at a moment's notice. Jaws with several other forms of cutting edges for other purposes will be made for these tools in the near future.

ENGLISH RAZORS.

The accompanying illustration shows a new razor which has just been placed on the market by Geo. Wostenholm & Sons of Sheffield, Eng., who are represented



Wostenholm's New Razor.

in Canada by A. Macfarlane & Co., Ltd., of Montreal. The new razor comes in two styles, number 2,000, "Peerless," with white handle, as illustrated above, and number 1,000, "Conqueror," black handle. It is interesting to note that the "Pipe Brand," under which these goods are sold, was granted to Messrs. Wosten-

holm & Sons in 1694. Messrs. Wostenholm & Sons state that this, their latest effort, in an example of what an Englishman can do in the way of razors.

SHERWOOD EXTENSION SCREEN.

The Continental Company, Penobscot Building, Detroit, Mich., are offering the Canadian hardware trade the Sherwood

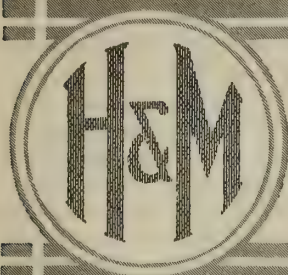


Sherwood Extension Screen.

metal frame extension window screen, here illustrated. The screen is made in several stock sizes, both with japanned and galvanized frame. The screen with japanned frame is fitted with 12-mesh black wire cloth; the screen with galvanized frame is fitted with 14-mesh galvanized cloth. The wire cloth is drawn tightly and locks securely in the frame. It is said that the screen operates easily in all kinds of weather. The makers say it will not stick, warp, nor bend; moves freely, and is easy to handle. The screen is so constructed that it can be used as a permanent outside screen, or can be used in the ordinary way under the sash.

Philadelphia Lawn Mowers.

The Philadelphia Lawn Mower Co., 3101-3109 Chestnut street, Philadelphia, Pa., have issued their 46th annual catalogue featuring their complete line of genuine "Philadelphia" lawn mowers. The 1915 catalogue is attractively gotten up and is composed of 28 pages illustrating and describing the Philadelphia line. The half-tone illustrations are exceptionally clear and large. Among the various lines featured are horse lawnsweepers, horse lawn mowers, two-man or pony mowers, roller mowers, lawn trimmers, lawn green mowers, hand lawn mowers. Copies of the catalogue will be mailed on request.



Weekly Market Reports

Statements From Buying Centres



THE MARKETS AT A GLANCE.

A better all-round feeling and the advent of colder weather have aided materially in stimulating business in hardware circles. Trade in the rural communities continues good and the city demand for Christmas and winter goods is showing improvement. The metal markets are firmer and some buyers are entering the market. Apparently most buyers consider metals cheap at present levels and have started to buy a little more freely. Tin, copper and lead are firmer. Some changes have taken place in quotations on copperware and some lines of tinware. There appears to be a general improvement in conditions. Collections are reported as being fairly good.

MONTREAL.

MONTREAL, Nov. 25, 1914.—As is usual at this season of the year trade has been improving in nearly all lines. Many of the retailers in the face of the money stringency have postponed buying their lines of winter goods till the last moment. On account of the recent spell of real winter a large number of rush orders have been received by the wholesale houses. Then, too, the approach of Christmas is having the effect of stimulating trade. Prices in general seem to be about the same. There have been no changes during the week in prices of staples, except, perhaps, in one or two instances. One feature of the week's trading which is really very gratifying is that the city trade is picking up. All houses have the same report to make, namely, that they can trace nearly all the falling off in business to the depreciation of city business. Everywhere reports from the country

show that business very closely approaches normal. Thus when the city trade shows signs of bracing it will surely be welcome news to the hardware trade.

The trade in seasonable articles seems to be ever on the increase. During the last week skates, snow shovels, sleigh bells, hockey sticks, cow ties, etc., moved more freely than they have at any other time this month. Then with the general movement of Christmas goods, the general increase in business is very marked indeed. The hardware situation is rapidly improving, and it is confidently expected that the improvement is of a permanent nature, and will continue to improve.

Metals.

The situation in the metal markets does not really represent much of a change. Lead seems to be a little higher. Copper also has stiffened a little in price. There are really various minor changes in prices due to a number of influencing factors. These prices are, however, subject to many influences and fluctuations in the prices are bound to result. At the time of writing no important influencing factor is at work, and nothing more than nominal changes are anticipated.

Stoves and Furnaces.

Throughout the present cold spell the stove business was brisk. One firm claims that they have been busier during the last ten days than at any period during the past few months. The furnace business and hot water heating equipment also continues to improve, and a rather large volume of business is moving. The contract for the new C. P. R. hotel at St. Andrews, N.B., and one or

two other rather large orders are now engaging the attention of the heating men.

Ropes and Cordage.

Rope and cordage quotations have not changed, and the amount of business passing is but small. To all purposes there appears no factor which will tend to change the present situation, thus a quiet period is anticipated.

General Lines.

The general movement tends to improve each week. Very few price changes have been made. Corrugated hose has been lowered in price to meet American competition. Tinware and copperware prices have not changed in price, although the metals have increased in price. This is due, no doubt, to the fact that employers prefer to keep their factories working.

TORONTO.

TORONTO, Nov. 26.—With the exception of a better demand for stoves due to the recent spell of cold weather, there is comparatively little improvement to be noted this week. Business generally is inclined to be quiet as might be expected at this time of the year, although between now and the holiday season there will no doubt be greater activity in seasonable lines, such as cutlery, clocks, pocket knives, silverware, etc.

Regarding industrial conditions generally, a comparative statement of imports and exports for October, issued recently, show a decided improvement, the growth of trade in that month being almost equal to the decrease in the total of the seven months of the fiscal year. Exports of manufactured products increased by over two million dollars in October, and over eight million dollars in the seven months. The statement is considered highly satisfactory under existing conditions. The importations of hardware lines and metals for October show, however, a decrease. The former, including hardware and cutlery, being valued at approximately \$50,000, and the latter, including iron and steel bars, pig iron, galvanized sheets and tinned plates being valued at only about \$13,000.

The more important price changes to

MONTREAL QUOTATIONS.

Tin	35c to 37c
Spelter	6c
Copper	13 $\frac{1}{4}$ c
Lead, Trail, cwt.	\$5.00
Lead, Imported, cwt.	\$5.00
Antimony	17 $\frac{1}{2}$ c
Solder, $\frac{1}{2}$ x $\frac{1}{2}$	22c
Wiping Solder	18c to 23c
Aluminum, Ingot	22c lb.
Aluminum, Pattern	23c lb.
Wire Nails	\$2.25 base
Cut Nails	\$2.50 base
Pure Manila Rope ...	14c base
British Manila Rope ...	11c base
African Hemp	11c base
Sisal	9 $\frac{1}{2}$ c base
Lath Yarn	8 $\frac{3}{4}$ c base

be noted this week are in tin, copper, stamped and copper ware and milk cans. In the latter case a substantial reduction in price has been made, the recent low price of tin being the cause. Builders' hardware continues quiet, there being no improvement in the city building trade. There is a good demand for hardware for repair work. In general hardware lines there is a steady demand, sales generally are smaller in volume, but the number has not fallen off materially. Consumers are buying to fill immediate requirements, and are not laying in stock. Stoves are moving out better, the cold spell having stimulated buying. There is a fair movement in seasonable lines, which will improve early next month. The metal markets generally are steady, antimony being the only metal to show any substantial change, having advanced 3c per pound. Tin is firm and copper stronger, having advanced $\frac{1}{2}$ c per pound. The iron and steel markets are quiet while pig iron is stagnant.

Tin.—The tin situation has improved and the market is slightly stronger with quotations a little higher. The output has decreased and the possibility of shipments being interfered with has not been entirely eliminated, which in conjunction with the low price has caused some activity in buying circles.

Copper.—The copper market is stronger and quotations have advanced $\frac{1}{4}$ c per pound. The outlook has improved considerably and indications point to higher prices. Local quotations are now 13 $\frac{3}{4}$ -14c lb.

Lead.—The market is firmer and prices have advanced 25c per hundred pounds. Local quotations range from 5 to 5 $\frac{1}{4}$ c.

Solder.—There has been no change in solder this week, the market being steady in sympathy with tin.

Antimony.—Antimony is stronger this week, having advanced 3c, being now quoted at 18c per pound. A considerable

amount of antimony is used in the manufacture of bullets and on account of the war, there is more or less of a shortage of this metal.

Other Metals.—The spelter market is quiet but firm and quotations are unchanged. There is no change in the price of aluminum and the market is steady. See panel on accompanying page for quotations on all metals.

Scrap Metals.—The market is steady, but little business being done. There has been no change in prices.

Bar Iron and Steel.—The market is dull and prices unchanged. Many industrial establishments using these products are quiet and the demand is therefore light.

Galvanized Sheets.—There has been no change in prices of galvanized sheets and business is quiet.

Nails.—The demand has improved slightly and prices are unchanged. Wire nails are quoted at \$2.25 base and cut nails at \$2.75 base.

Iron and Lead Pipe.—The markets are quiet and prices unchanged.

Rope and Twine.—The markets for these products are steady and business is quiet. Prices unchanged. See panel for prices.

Builders' Hardware.—The depression in the building trade is naturally affecting the market, and business is quiet. There is, however, a better movement in higher class hardware.

Cutlery.—Cutlery is moving fairly well at present, although better business is being looked forward to as the holiday season approaches.

Stoves and Furnaces.—The recent cold spell had a marked effect on stoves and quite a brisk business was done. Furnaces are moving out better.

Milk Cans.—Prices of milk cans have been reduced to more normal figures. Soon after the outbreak of the war, tin went up sky high and tinned products were advanced accordingly. Tin has now reached a more normal figure, consequently it has been possible to reduce the price of milk cans, which are now being quoted at the following discounts: Milk cans, 35 per cent.; creamery cans, 35 and 12 $\frac{1}{2}$ per cent.; railway cans, 40 and 12 $\frac{1}{2}$ per cent.; cream cans, 35 and 12 $\frac{1}{2}$ per cent.; trimmings, 20 per cent.

Ware, Stamped.—There has been a reduction in the price of stamped ware on account of materials being cheaper. The new discounts are as follows: Plain, 72 $\frac{1}{2}$ and 5 per cent.; re-tinned, 72 $\frac{1}{2}$ and 5 per cent.; trimmings, 72 $\frac{1}{2}$ and 5 per cent.

Ware, Copper.—Copper ware has been reduced slightly, raw materials being cheaper. The new discounts are: Copper boilers and kettles, 50 per cent.; coffee and tea pots, 50 per cent.

Wire.—Business in wire is picking up. Wire is quoted at \$2.20 base.

LONDON.

LONDON, Nov. 26.—Retailers report business as being good. The recent cold spell has helped business considerably. There is a good demand for Christmas cutlery, silverware, cut glass, skates, sleighs and winter goods. Travelers are now booking goods for spring delivery. A few of the recent prices issued are for No. 20 japanned spring hinges, which are quoted at \$8 per gross pairs; screen wire cloth for spring is quoted in 100 ft. rolls at \$1.50 per 100 sq. ft., and in 50 ft. rolls at \$1.55 per 100 sq. ft.

Rope.

There is no change in the rope situation and quotations are still:

British Manila 11c lb. base.
African hemp 11c lb. base.
Pure Manila 14c lb. base.

Wire Nails, Etc.

Wire nails remain at \$2.25 base, with light demand; cut nails are quoted at \$2.70 base. Screws and bolts remain at prices shown in current quotations.

Change in Oil.

Linseed oil has advanced, and is quoted locally at:

Raw—
1-2 bbls. 56c per gallon.
3-5 bbls. 55c " "
6-9 bbls. 54c " "
Boiled—
1-2 bbls. 59c " "
3-5 bbls. 58c " "
6-9 bbls. 57c " "

Turpentine has also advanced, and is quoted in single barrels at 66c per Imperial gallon; 2-4 barrels 65c; and 5-gal. lots, 73c per Imperial gallon.

Quotations in white lead and ready mixed paints remain unchanged.

WINNIPEG.

WINNIPEG, November 26. — The good effect brought about by the colder weather is still being noticed. This is a time of year when business is somewhat a little dull, but at present wholesalers are receiving very good orders. These are still for smaller quantities than usual, but the fact that the business is coming from all parts of the country is a healthy sign.

Powder Jumps 20%.

During the week an advance of about 20 per cent. has been fixed upon black powder. This is now quoted at \$7 per keg. The reason for this advance is, of course, said to be the war. It is probably a case of ammunition factories being so busy making high explosives that for the time being they cannot devote as much attention to the ordinary black powder. They are, therefore, carrying

TORONTO QUOTATIONS.

Tin 36c-38c lb.
Copper 13 $\frac{3}{4}$ c-14c lb.
Lead 5c-5 $\frac{1}{4}$ c lb.
Spelter 5 $\frac{3}{4}$ c-6c lb.
Antimony 18c lb.
Aluminum Ingot 22c lb.
Aluminum Pattern 23c lb.
Solder, $\frac{1}{2}$ and $\frac{1}{2}$ 21c lb.
Wire Solder 26c lb.
Wiping Solder 19c lb.
Tinker's Bar Solder 26c lb.
Wire Nails \$2.25 base
Cut Nails \$2.70 base
Poultry Netting 50-10-5%
Pure Manila Rope 14c base
British Manila Rope 11c base
African Hemp Rope 11c base
Sisal Rope 9 $\frac{1}{2}$ c base

smaller stocks than usual, and so are charging higher prices.

In spite of the advance in powder, the ordering of this line, and in fact all kinds of ammunition is exceedingly heavy. One sporting goods man says that he cannot remember such business in heavy-calibre ammunition. He says the whole country must be going shooting. Probably the war has had some effect in causing a great deal of target practice. The early snow, which enables the following of tracks, has also had a big part to play in stimulating the demand for ammunition. This snow, too, has improved the call for traps, which of late have been moving well.

All winter lines, as a matter of fact, are now to the fore. While dealers carried over a few sleighs last year—having been unable to get rid of these because there was not a general snowfall until Dec. 2—they have not yet got in large stocks, and probably the few sleighs they had on hand have already gone. In any event, there is an active call for this line, and with such an early start the sales before Xmas should be very large. Sleigh bells and carriage heaters are also moving briskly, and an entirely satisfactory demand is felt for hockey sticks and skates. Xmas lines also—such as cutlery, electrical goods, etc.—are moving well.

Something was said last week of the glass situation, mention being made of the difficulty experienced by local handlers in securing glass from the States because of the Dominion Government's refusal to allow straw to be brought from the States in Canada—a refusal, of course, made with the view of preventing the spread of the foot and mouth disease among cattle. This condition, while it need cause retailers no worry, yet exists. Some wholesalers state that at the present time they have enough glass on hand to satisfy all needs for six months. Others feel that they should add to their supply now, and while the difficulty in securing shipment,



They are all after the farmer now.—Toronto Star.

because of the ban put upon packing material, does not prevent shipment being made to the retailer, it yet is embarrassing. The good contracts which the Winnipeg glass men were able to make with the American mills are nearing their time limit. There is, therefore, a natural desire to get in all that was called for, and this prohibition on straw makes this difficult. If the straw cannot shortly be used, it is likely that the United States manufacturers will pack glass for shipment to Canada in some other way.

The stove business is fairly satisfactory. For furnaces the demand has fallen off.

REBUILDING HARDWARE BUSINESS.

(Continued from page 44.)

earned me close on forty dollars—the price I paid for it. That's just one case of rank bad business on his part.

His stock, which was good, was displayed and stored without taste or good judgment. It took me two months to fix up the boxes of small household goods and builders' hardware. They were all sampled wrongly. I found hooks and eyes in a number of boxes. He had twenty-four small ornamental clocks hidden away in twenty-four boxes. His stock of roller skates was hidden away in the cellar. You noticed the show cases in which I am displaying electric fixtures, bathroom supplies and tools; he had these filled with enamelware, wrapped in paper! The silent salesman at the entrance to the store, in which aluminumware is displayed on a green felt base, and which you very kindly praised for its good appearance, he had that filled with cheap crockery, so full, the case ceased to be a silent salesman.

Function of the Ceiling.

I just want to make one last observation. Many people have criticized me for not using the ceiling for display purposes, or for carrying stock. A friend of mine suggested that I use this for showing children's vehicles. Yet at the same time he admired the good taste I have shown in displaying my stock. I believe the fact that I have not crowded the ceiling has had considerable bearing on the appearance of the store.

PROGRESS.

The progress being made in the recovery from the situation created in this country by the war is summed up by our largest New York bank in the following sentence:—

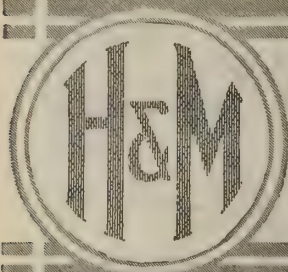
"Affairs in this country are moving in an orderly manner toward recovery. The banks in the central cities have restored their legal reserves, money is easier, fears of a financial crisis have disappeared, the foreign trade situation is better; a pool to lend money on cotton has been agreed upon, and the new banking system is nearer to doing business."

While business with a few exceptions, such as the activity created in some lines by foreign demand, for war materials, etc., is extremely dull, and in many lines very depressed, still there is a steady growth of confidence that any change will be for the better, and that it is impossible for the business of the country to further deteriorate.—American Metal Market.

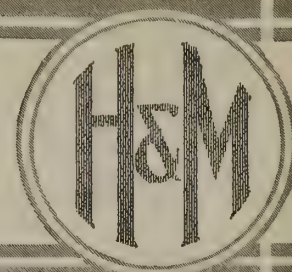
The only difference between a grave and a rut is the former is a little wider and not so long.

WINNIPEG QUOTATIONS.

Solder	25c-26c lb.
Wire Nails	\$2.80 base
Cut Nails	\$3.35 base
Pure Manila Rope—15½c lb. base	
British Manila Rope ..	12c lb. base
Sisal	10½c lb. base
Linseed Oil, Raw ..	66c gal.
Linseed Oil, Boiled	69c gal.
Poultry Netting	50% off
Turpentine	75c
Galvanized Iron, 28 English	
Apollo:	
Fleur de Lis	\$4.75
Queen's Head	5.10
Corrugated Sheets, 28-gauge	
galvanized	\$3.45
Glass, First Break	\$5.25



Paint Department



The War's Influence on Export Markets

Brandram-Henderson's Foreign Business —
Maritime Branches Materially Assisted in
Maintaining Sales.

MR. GEORGE HENDERSON — Brandram-Henderson—who has charge of the branches for this Company in the Maritime Provinces, in an interview with The Maritime Merchant, Halifax, says that end of the business has been materially assisted in maintaining sales since the outbreak of the war by the foreign orders they have received, though the immediate prospects in all markets are not as good as one might expect.

"Our West Indian business has actually increased since August," said Mr. Henderson. "Sales have been greater than during the corresponding months of last or any previous year, and while it is as yet early to judge what will be the total volume of sales made by Mr. S. W. Smith, my assistant manager, who is at the present time in the West Indies, I would judge from the orders that have come in from Bermuda and the northern Islands, also from Grenada and St. Vincent, that it will be a distinctly satisfactory trip."

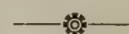
Stirred by the many references in the press and in the various trade papers and organs of Associations and even private industrial concerns, all insisting that the present time is the psychological moment for the development of Canadian export business with practically all the world, with the exception of Germany and Austria-Hungary, Mr. Henderson decided to carefully investigate the matter with a view to seeing how these very favorable conditions might be reflected in possibilities for the sale of goods of their own manufacture. "I am bound to admit," he said, in speaking of the results of this investigation, "that in respect to a great number of markets, at any rate as far as our line of business is concerned, instead of the present time being the opportunity of a lifetime, it is probably as little auspicious as any moment during the last ten years."

"One of the countries we thought of exploiting was South Africa," said Mr. Henderson, "but on investigation we find that not only are war conditions very much more severe than in this country, but, from a monetary standpoint, they are distinctly not so well off, with people only buying what they must. In most of the republics constituting Latin America, there is at the present time more reason to rejoice at being without business connections with those countries. Some people say the Argentine and Uruguay are all right, others make the same claim for Columbia and Venezuela. We have been accumulating information about this field for the last four weeks and hope that we will before long find that financial conditions are satisfactory enough in a sufficiently large territory to justify sending a representative, or becoming a party to one of the syndicate schemes of joint representation which is being brought to the notice of manufacturers at the present time by the Canadian Manufacturers' Association."

"Another country to which we have given some consideration is Russia," said Mr. Henderson. "We are informed that there are great opportunities about to present themselves for Canadian manufacturers and others in Russia. The Russian Government is said to have laid down a program of railway construction to take place within the next few years, of a magnitude which would be represented by four Canadian trans-continental railways, and that practically all the supplies will be imported, inasmuch as the experiences of the Government in respect to fostering home manufacture have been most disastrous, bringing about the unanimous opinion among her greatest public men that their country must of necessity be essentially an agricultural one, prospering best under complete free trade. Moreover, we hear—which is somewhat surprising—that

in spite of their bureaucratic form of government, and in spite of the great power of their aristocracy and of their conservatism, the Russian people are most democratic and progressive in respect of the classes of materials they desire to use. We understand that in technical and in up-to-date contrivances, their interest is unbounded, and that if, for example, our Company were to properly present to buyers by means of a well accredited representative, or representatives, such articles as our special anti-corrosive protective coatings for steel structures and the like, we would in all probability receive—if not now, a little later on when the war has favorably progressed and developed—numerous inquiries and orders. The fact that Great Britain and Russia are enthusiastic allies would be of great assistance to Canadians, of whom the Russian people of the upper class have heard more in the last few weeks than during all their previous lives.

"Be this as it may, the business does not seem to be offering at the present moment, and it would look as if even in the case of Russia, where so enormous a proportion of the consumption of manufactured goods has heretofore been imported from Germany, it is necessary to realize that in any given commodity, ability on the part of the Canadian manufacturer to compete with such old producing countries as Great Britain, must be made manifest before she can expect to capture an appreciable share of what is offering."



When you stop fighting your neighbor and combine your energies to defeat the common enemy you will make progress toward better trade conditions.

* * *

Don't fool yourself. Your real competitor may not be the fellow across the street. It may be right in your own store, in your method of doing business, in your salesmen, or in the indifferent manner in which the wants of your customer are looked after.

MARTIN-SENOUR PAINTS AND VARNISHES

MADE IN CANADA

AS OTHERS SEE US

Being the fifth of a series of letters from Dealer Agents testifying to the gratifying service and satisfaction they derive from the sale of Martin-Senour Paints and Varnishes.

COPY OF LETTER.

The Martin-Senour Co., Ltd.,
Montreal, Que.

Port Stanley, Ont., Sept. 25, 1914.

Gentlemen,—Just a few lines to let you know of the satisfaction I have had in handling your Paint. It is just seven years since I commenced business, and during that time I have handled several well-known brands of paint. This season, however, I have handled Martin-Senour products exclusively, and I am glad to say, by so doing, have had twice the turnover, and what is more important still, the unsolicited testimony of the excellence of your goods.

I therefore can honestly recommend your paints and varnishes to all interested, and wish you every success, as you have put a paint on the market which, in my opinion, cannot be beaten.

Yours truly,

H. M. ELLISON.



The **MARTIN-SENOUR** *Co.*
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
CHICAGO MONTREAL WINNIPEG
HALIFAX • LINCOLN • TORONTO



GLASS

of
every description
for building purposes

*Sheet, Plate, Figured
Leaded, Mirrors*

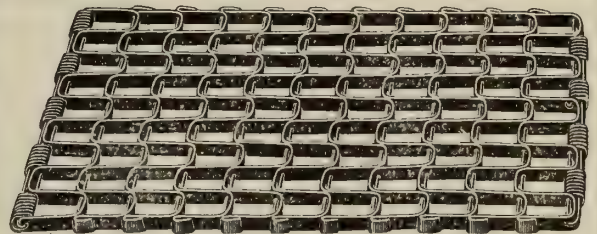
A trial will convince you that our
quality, prices and service are a triple
combination hard to beat.

**The Consolidated Plate Glass
Company of Canada, Ltd.**

241 Spadina Ave., Toronto.
30 St. Sulpice St., Montreal.
375 Balmoral St., Winnipeg.

"Keystone" Flexible Steel Door Mats

Wear For Years



for the purpose. Note the flexible construction; the wearing surface; then consider the material—non-rustable galvanized ribbon steel. Easily cleaned, exceptionally neat in appearance and priced right.

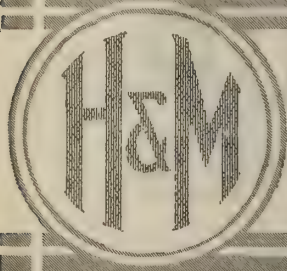
Our Descriptive Literature Gladly Sent Upon
Request.

Your Jobber Will Quote You

Kuhne-Anderton Mfg. Co.

SOLE MANUFACTURERS

Port Hope, Ontario, Canada



Weekly Paint Markets



MONTREAL.

MONTREAL, Nov. 25, 1914.—As the season of navigation is closing this week, there is a little more activity in paint circles, as many dealers must have their winter stock. This situation has caused the volume of business this week to be a little in advance of usual. However, the general situation is very quiet indeed, especially so with outside paints. A nominal amount of trade has been passing, however, in indoor paints and varnishes. This season of the year is the quiet season, so not much business is anticipated. The business conditions in general are good—that is to say, the procuring of supplies of all kinds has been arranged for, and no company will be crippled because the former source of supplies in Belgium and Germany have been removed.

Linseed Oil.

The linseed oil situation appears rather unsettled again. There was no doubt but that the price of oil had dropped altogether too low. There has been quite a stiffening in price this week. Several reasons are advanced to explain these changes. Some men claim that the close of navigation has had a great deal to do with the rise, while in other quarters the shortage of flax is thought to be contributing to the higher prices. There has been, however, a marked increase in the volume of business passing. The prevailing quotations in five-barrel lots are 56c for raw oil and 59c for boiled oil.

Gasoline and Benzine.

These two commodities have undergone no changes in prices here during the past week. The consumption of gasoline seems to be almost up to that of last year. Motor trucks and deliveries are operating much as usual, and also are pleasure cars, so there will likely be a continued demand for gasoline. The quotations are:

In drums, ex warehouse Montreal, 15½c per Imp. gallon.

From tank wagon, city delivery, less than 100 gallons, 15c.

In 100-gallon lots and over, 14c.

Turpentine.

In turpentine circles there has been a slightly better volume of business passing than last week. The improvement

has not been sufficient to cause the price to advance. Quotations are:

	Per Imp. gallon.
½ bbl. lots	66c
1 bbl. lots	63½c
2 to 4 bbl. lots	62½c
5 to 10 bbl. lots	61½c

Glass and Putty.

The situation in glass is the same as has been for some time past. The American supply will in all probability be imported in sufficient quantities to supply the demand in Canada. It is not anticipated that there will be any further advance in price. Putty is about the same as last week. No change in price has occurred. The volume of business is small.

TORONTO.

TORONTO, Nov. 26.—The paint market is quiet, but seasonable. Orders from the country trade are being booked for spring delivery. The city trade is keeping up fairly well, manufacturers being the principal consumers. The building trade shows no improvement, and is very quiet.

The only price change to note this week is in coal oil, which is down ½c. Mixed paints are steady. There is a fair demand for glass, but the situation has not improved; stocks are low and shipments coming in slowly. Putty is moving well, but whitening is quiet. White lead quiet, and prices unchanged. White lead booking date has been fixed for May 15. Linseed oil and turpentine are unchanged, with light demand.

White Lead.—There has been no change in the price of white lead, and the market is quiet. Orders for lead at present prices are good until May 15, in lots of one ton or over.

Linseed Oil.—The oil market is steady, and prices are as quoted last week. This is the quiet season for oil, and consequently business is dull.

	Raw.	Boiled.
Single bbls.	56	59
3 to 5 bbls.	55	58
6 to 9 bbls.	54	57

Turpentine.—Trade is light, as is usual at this time of the year. Stocks of turpentine in Toronto are very low, but there has been no change in quotations. The following prices are being quoted in

Toronto:—Single barrels, 66c; 2 to 4 barrels, 65c per Imperial gallon.

Ready Mixed Paints.—The market is quiet and prices are steady. There is a fair demand from manufacturing interests and some for interior work. Orders are being booked in the country for spring delivery; the city booking has not started yet.

Glass and Putty.—There is a fair demand for glass, but the situation has not improved much. Stocks are very low, and shipments are coming in very slowly. A certain amount of inconvenience is still being experienced with shipments packed before the embargo on straw went into effect. United States manufacturers are so busy that orders are being delayed in filling.

There is a fair demand for putty. The following prices are for standard putty in less than ton lots:

	Per 100 lbs.
Bulk bbls., 800 lbs.	\$2.40
Bulk drums, 100 lbs.	2.60
Bulk drums, 50 lbs.	2.65
Bulk drums, 25 lbs.	2.70
Bulk drums, 12½ lbs.	2.95
Cased tins, 25 lbs.	2.90
Cased tins, 12½ lbs.	3.10
Bladders, bbl., 400 lbs.	2.90
Bladders, cases, 100 lbs.	3.00
Pure putty, 60c per cwt. advance.	

Coal Oil.—The recent cold snap has improved business in coal oil. There has been ½c a gallon reduction in prices, the new quotations being as follows:—Prime white, 14c; Royalite, 14½c, and Palacine, 17c per gallon. Gasoline and benzine are unchanged, with steady demand.



Displays of Files.

Delta File Works, Philadelphia, Pa., announce that they have completed two exhibition boards showing their extensive line of files. The display boards are used in connection with multiplex fixtures. The above named company state that they are prepared to quote very low prices on the displays.



Because your debtor has successfully avoided you at the end of one month is no reason why he should be given to the end of the following month to pay up.

“Lest We Forget”

The link between Canada and Great Britain, and between Canadians and Englishmen, is a unique one in the history of the world. All that is best in English ideals, English institutions and English methods is being gradually assimilated by Canada.

The standard of the best English products of all descriptions has been very high, so much so as to be in many cases the standard of the world.

This idea was a factor in the selection of the name

B. H. “ENGLISH” PAINT

It represents an English standard of quality, because the only White Lead entering into the composition of this paint is Brandram's B. B. Genuine, manufactured in London, England, by the Brandram secret process for almost two hundred years.

Here is a binding link between the Mother Country and Canada not only in the standard of quality of the product but also in the name of it.

This name “ENGLISH” is an asset to us and to you. It means a great deal and especially at the present moment.

Is there a word better advertised the world over? With reference to paint, in the present case, as always, it means paramount quality and you can have absolute assurance in recommending the quality, the permanency, and the covering capacity of these paints.

BRANDRAM-HENDERSON

LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.
Ingot, 99% pure, lb. 22c
Pattern, lb. 23c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 50; 22 short smokeless, 55 and 5; 22 long rifle, black and smokeless, 46 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Center Fire Pistol Cartridges, 20 and 2½; Center Fire Sporting and Military Cartridges, 10½; Primers, 10 and 2½; Brass Shot Shells 45 and 12½; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 30 days.

Smokeless, Grand Prix, Eley, and Nitro Club Remington, and "Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 per cent.; "Regal" Dense Smokeless Powder, 30 and 10 p.c. "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot standard, 100 lbs., \$15, 45 p.c.; cash discount, 2 p.c. 30 days; net extras, as follows: subject to cash discount only; Chilled, 40c; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London St. John and Halifax freight equalized.

ANTIMONY.

Cookson's or Hal-
lett's 17 50 18 00

ANVILS.

Buckworth per lb. 0 10½

AUGERS.

Ford's auger bits 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger 70 p.c.
Rockford's auger 50 and 10 p.c.
Gilmour's car 47½ p.c.
Clark's expansive 40 p.c.

AXES.

Daisy doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black Diamond, doz. 9 00
Samson single bit, doz. 9 00
Samson single bit, handled, doz. 12 50
Samson double bit, doz. 12 50
Samson flooring axes No. 2, doz. 9 00
Single bit, doz. 6 75 9 50
Double bit 10 50 12 00
Hunters' Axes 5 00 6 00
"Boys" Axes 5 75 6 50
Bench Axes, Samson.

No. 3, doz., net 9 00
No. 3, doz., net 9 30
No. 4, doz., net 10 25
No. 5, doz., net 11 50
No. 6, doz., net 12 00

B

BABBITT.

Canada Metal Co., Ltd.—Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6 to 60c lb.

Thomas Robertson & Co., Ltd.—No. 1, 27c; No. 2, 18c; No. 3, 14c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, 2 and 3.

Alonzo W. Spooner, Ltd.—Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2 Nicoluminum grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).
Extra, 50 and 10 per cent. Standard, 60 per cent.
Lace leather, per side, \$1; cut laces, No. 1, \$1.25.

BENZINE. Montreal Toronto
Single bbls., gal. ... 0 20 0 18
3 bbls. 0 17½

BOLTS AND NUTS.

Carriage Bolts (\$1), list, ¾ in. dia. and smaller, 65 and 10 p.c. Carriage Bolts (\$1) list, 7-16 in., 52½ and 12½%. Machine Bolts, ¾ in. dia. and smaller, 70 and 5 p.c. Machine Bolts, 7-16 in. dia. and larger, 60 and 5 p.c. Sleigh Shoe Bolts, ¾ in. dia. and smaller 62½ p.c. Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c. Coach and Lag Screws, 75 and 5 p.c. Skein Bolts, 75 p.c. Square Head Blank Bolts, 60 p.c. Bolt Ends, 60 and 5 p.c. Plow Bolts, 55, 10 and 5 p.c. Elevator Bolts, 60 and 5 p.c. Fancy Head Bolts, 50 and 5 p.c. Shaft Bolts (\$3) list, 50 and 10 p.c. Step Bolts, large head (\$3) list, 50 and 5 per cent. Whiffletree Bolts, 50 and 5 p.c. Nuts, Square, 4½c off list. "s. Hexagon, 4½c off list. Stove Rods, per lb., 5½ to 6c. Stove Bolts, 80 and 7½ p.c. Tire Bolts, 75 p.c.

BRASS. Per lb.
Springs, sheets, up to 20 gauge 0 25
Rods, base ½ to 1 in. round 0 22
Tubing, seamless base 0 24
Tubing, iron pipe size, 1 in. base 0 24
Copper tubing, 4c extra.

BUTTS.

Plated, bower barff and nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 and 5 per cent.
Crescent brands, 70 p.c.

BARS (Clothes).

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range).

30-gallon, Standard, \$4.50; extra heavy, \$7.

BOARDS, BAKE.

Per doz.
No. 0, ¾ inch rim, 16x22... 4 25
No. 1, ¾ inch rim, 18x24... 4 75
No. 2, ¾ inch rim, 18x28... 5 25
No. 3, ¾ inch rim, 20x30... 5 00
No. 0, ¾ inch rim, 16x22... 4 60
No. 1, ¾ inch rim, 18x24... 5 30
No. 2, ¾ inch rim, 18x28... 5 00
No. 3, ¾ inch rim, 20x30... 6 30

BOARDS (Ironing).

Size 12x60 ins., doz. 7 20
Size, 14x60 ins., doz. 8 40
Folding, 14x60 ins., doz. 10 50

BOARDS (Sleeve).

Basswood, stationary, doz. 1 50
Folding, per doz. 3 50
Folding, without sleeve .. 19 00

BOARDS (Wash).

Per doz.
Fony 1 20
Crown 2 05
Daudy 2 25
Improved Globe 2 35
Standard Globe 2 45
Neptune 2 45
Original Globe 2 45
Newmarket King 2 75
Jubilee 2 75
Victor (Glass) 3 50
Diamond King (Glass).... 3 75
Western King (Enamel)... 3 50
Beaver (Brass) 3 50

BRUSHES.

Weighted, 15 lb., per doz. 14 70
Weighted, 20 lb., per doz. 19 90

C

CANS.

Milk cans and pails, 35%. Creamery cans, 35 and 12½%. Railway cans, 40 and 12½%. Hand, delivery and creamery cans, 35 p.c. Cream cans, 35 and 12½%; with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Milk can trimmings, 20%.

Common, cork-lined, 35 per cent. Cans, jacketed.

1 gal. jacketed, per doz... 2 70
2 gal. jacketed, per doz... 3 60
3 gal. jacketed, per doz... 4 20
5 gal. jacketed, per doz... 4 80
10 gal. jacketed, per doz... 8 40

CEMENT AND FIREBRICK.

Less than carload lots ... 1 85
Portland, per bbl., carload lots, f.o.b. Toronto ... 1 55
White Bros. English. 2 00 2 05
"Lafarge" cement, in wood 3 40
Fire brick, Scotch, per 1,000 23 00 28 00
Fire Brick, English. 17 00 21 00
Fire Brick, Am. low. 23 00 25 00
Fire brick, Am., high. 27 50 31 00
Fire clay (Scotch), net ton 6 50
Fire clay, Am., net ton 5 00 10 00

CEMENT (FURNACE).

1½ lb. tins, per doz. 1 00
6 lb. tins, per doz., lb. ... 0 05
25 lb. tins, per doz., lb. ... 0 04

CEMENT, ROOFING.

Per gal.
Roofing cement (in bbls)... 0 17
Cement (in 5 and 10 gals)... 0 19
Cement (in 2 gals.) 0 25
Cement (in 1 gal.) 0 30

CHALK.

Carpenters, colored, per gross 0 65 0 80
Carpenters lead pencils, per gross 2 40 6 75
Crayons, per gross.. 0 20

CHISELS.

Cold chisels, 5x6 in., doz.... 2 20
Bevel edge, 1 inch, doz.... 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, \$7.25; 5-16, \$5.10; ¾, \$4.35; 7-16, \$4.05; ½, \$3.80; 9-16, \$3.80; ¾, \$3.65; ¾, \$3.60; ¾, \$3.40; 1, \$3.20.

Electric Weld Coll Chain—RB, 3-16 in., \$9 per 100 lbs.; ¼ in., \$6.25 per 100 lbs.; 5-16 in., \$4.65 per 100 lbs.; ¾ in., \$4 per 100 lbs.; 7-16 in., \$4 per 100 lbs.; ½ in., \$4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., \$11.50 per 100 lbs.

CHURNS.

No. 0, \$9, No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, London and St. Mary's, 40 and 10 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 p.c.

CLEANERS (VACUUM).

Eureka Electric, each \$35 00
Cadillac Vac. Sweeper 5 50
Cadillac Combin'n Cleaner. 6 50
Cadillac Electric, Model C. 18 00
Cadillac Electric, Model D. 20 00

COMPOUND.

Soclean Sweeping. Per case.
4½ lb. size, 2 doz. in case.. 4 50
8 lb. size, 2 doz. in case... 7 20
17 lb. size, 1 doz. in case... 6 75

COPPER.

Montreal Toronto
Casting ingot \$13 25 \$13 00
Bars, ½ to 2 in. 23 00 27 50
Plain sheets, 14 oz., 14x28 in., 14x60 in. 21 00 29 50
Copper sheet, tinned, 14x60, 14 oz. 23 50 30 50
Copper sheet, planished, 14x60, base. 29 00 37 50
Braziers' in sheets, 6 x 4 base 24 00 29 50

CORD (SASH).

No. 5, Special 0 50
No. 6, lb. 0 27½
No. 7, lb. 0 28½
No. 8, No. 9, No. 10, No. 12 0 26

CRATES.

Humpty-Dumpty, egg, doz.. 3 75
Ideal egg boxes, with filler, 12 doz. size, per doz. 3 50

CANADA PLATES.

Ordinary, 52 sheets .. 2 75 3 00
All bright, 52 sheets. 3 85 4 00

Galvanized.

Apollo D. Crown Gorbals
18x24x52 .. 4 45 4 45 4 60
60 .. 4 70 4 70 4 85
20x28x30 .. 8 90 8 90 9 20
20x28x80 .. 9 40 9 40 9 70

M.L.S. and Famous—Per box

I C, 14x20 base \$7 00
I X, 14x20 base 6 00
I X X, 14x20 base 7 00
I X X X, 14x20 base 9 50

CHARCOAL TIN PLATES.

Raven and Murex Grades—
I C, 14x20 base 5 00
I X, 14x20 base 6 00
I X X, 14x20 base 7 00
I X X X, 14x20 base ... 9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base 4 65
I X, 14x20 base 5 65
I X X, 14x20 base 6 65

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets 7 40
I X, Terne Tin ... 9 40

COKES BRIGHT.

Bessemer Steel—
I C, 14x20 base 4 50
20x28, double box 9 00

CLEVICES.

7½c per lb.

CLOCKS, ALARM.

Good Morning, ea. 0 80
Look Out 0 82
Big Ben 2 00
Baby Ben 2 00

CROWBARS.

4½c per lb.

D

DRILLS.

Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.

Jamieson's

Pure Prepared Paints

are another of the good things that are being

Made in Canada

by Canadian workmen. When you buy Jamieson's paints you do not have to quiet a patriotic conscience.

R. C. Jamieson & Co.
LIMITED

Established 1858

Montreal

Vancouver

Owning and operating P. D. Dods & Co., Ltd.

*Are you open for
a good agency
proposition?*

12



THE CANADA METAL CO., Limited

FRASER AVENUE, TORONTO, MANUFACTURE

BULLETS

SHEET LEAD

BABBITT METALS
IMPERIAL GENUINE
HARRIS HEAVY PRESSURE

BATTERY ZINCS
FUSE WIRE
IMPERIAL SOLDERING PASTE

BRASS FERRULES
SOLDERING NIPPLES

LEAD WASTE PIPE
COIL PIPE
TRAPS AND BENDS

BAR SOLDER
WIPING SOLDER
WIRE SOLDER

WE DO TINNING

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., \$14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

1 C, 14 x 20 base ... 7 00 7 00
1 X, 14 x 20 base ... 8 25 8 25
1 X X, 14 x 20 base ... 9 50 9 50

DUCK.

Yarmouth Double Standard
29 in. Single.
7 oz. 0 17½ 6 oz. 0 12½
8 oz. 0 19½ 7 oz. 0 14
10 oz. 0 24½ 8 oz. 0 15½
12 oz. 0 29½ 9 oz. 0 17½
10 oz. 0 19½
12 oz. 0 23½
15 oz. 0 32
Emery wheels, 67½% discount.

F**FILES AND RASPS.** Per cent.

Diston's 75
Great Western American... 75
Kearney and Foot, Arcade 75
J. Barton Smith Eagle ... 75
McClellan Globe 75
Black Diamond 66 2-3
Delta Files 65
Nicholson 66½
Jowett's (English list) .. 27½
Spear & Jackson (Eng. list) 35
Globe 75
Hellers 70

FITTINGS (IRON PIPE).

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 per cent.

FIXTURES, STALL.

Hollow Doz. 0 81
Solid 1 35

G**GALVANIZED WARE.**

Dufferin pattern pails, 50 p.c.
English pattern, 50 per cent.
Galvanized washtubs, 50 p.c.

GASOLINE Montreal Toronto

Single bbls., per bbl. 18½ 18½
Three bbls. and over ... 0 18

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 25
Smaller sizes extra.

H**HALTERS (SNAP AND RING).**

Jute Rope, ¾-in., per gross 8 00
Jute Rope, ½-in., per gross 10 50
Jute Rope, ¾-in., per gross 13 50
Leather, 1-in., per doz. 4 00
Leather, 1½-in., per doz. 5 20
Web 2 45

HALTERS (SISAL).

¾-in., \$9.00; 7-16 in., \$10.20; ½-in., \$11.40; 9-16 in., \$13.20; ¾-in., \$15.00.

HAMMERS, SLEDGE.

Can., 5 lbs. and over 0 06
Masons, 5lbs. and over 0 06
Napping, up to 2 lbs. 0 09

HANDLES (WOOD).

Axe, No. 3 culls, doz. 0 60
Axe, No. 1 hickory, doz. ... 2 04
Axe, 2nd growth, doz. 3 00
Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Team whiffletrees and neck-yokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.
All other ash goods, 40 p.c.
Railroad and navy pick, 25% per cent.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
Hickory cant hook handles, 30 per cent.
Doubletrees, 35 per cent.
Extra quality, 4¢ per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox, No. 021
B.D. Trolley, doz. pr. \$7 50
R.W. No. 117 P.D. Hanger, full set 2 75
R.W. No. 321, per doz. pr. 14 40
Stearns wood track. Special.
Zenith 9 00
Atlas, steel covered. \$5 25 6 60
Perfect, No. 1 8 50
Perfect, No. 1½ 9 50
Perfect, No. 2 10 00
New Milo, flexible 6 00
Double strap hangers, doz. sets 6 50
Standard, jointed hangers, doz sets 6 45
Steel King hangers, doz. sets 6 40
Storm King and safety hangers 5 75
Storm King rail 4 25
Crown 4 85
Crescent 7 25
Sovereign 6 50
Chicago Friction. Oscillating and Big Twin Hangers, 5 p.c.
Steel track, 1 x 3-16 in. (100 ft.) \$3 25
Steel track, 1¼ in. 4 75

HATCHETS. Samson Claw

Per doz. Shingle Claw
No. 1 13 13 15 10
No. 2 14 20 15 70

HIDES.

Trimmed hides, green 0 12 0 13
Trimmed, green and partly cured ... 0 12 0 13½
Usual 2 lbs. tare.
Horsehide, with mane and tail, up to 3 75
Sheep skins, up to 1 50
Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

4 in., doz. prs. \$1 03 \$0 87
5 in., doz. prs. 1 26 1 00
6 in., doz. prs. 1 35 1 03
8 in., doz. prs. 1 84 1 38
10 in., doz. prs. 3 24 2 27
12 in., doz. prs. 4 03 3 73
14 in., doz. prs. 4 59 4 00
Heavy tee and strap discount, 40-10 per cent.
Light tee and strap discount, 70 per cent.

IRON SHOES, LIGHT, MEDIUM AND HEAVY.

Screw hook and strap hinge—
Under 12 in., per 100 lbs. 5 00
Over 12 in., per 100 lbs. 4 25
Extra hooks for above, ¾ in., per lb. 5½
Extra hooks for above, ¾ in., per lb. 5½
Crate hinges and back flaps. 65 and 5 per cent.
Chest hinges and hinge hasps. 75 per cent.

HINGES (SPRING).

Spring, per gross — No. 5, "0": No. 10, \$19.50; No. 20, \$8.50; No. 50, \$24; No. 51, \$9.60; No. 120, \$17.40; offset No. 192, \$16.80.

CHICAGO HOLD BACK SCREEN DOOR

Iron, gross, \$12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000). 45 per cent.
Garden City fire house hinges. 12½ per cent.
"Chief" floor hinge, 50 p.c.

HOES. Grub, 3½-lb., \$4 doz.

HOOKS, GRASS. English Canadian Fox
No. 2, per doz. 1 60 2 50
No. 3, per doz. 1 70 2 00
No. 4, per doz. 1 80 3 25

HOOKS, CORN.

Eureka, doz. 1 80
Cyclone, doz. 2 40
Hoes, corn, doz. 4 50

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow pattern, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, \$4.35; No. 1 and smaller, \$4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, \$5.75; special countersunk steel, all sizes, 0-4, \$6.25; toe weight steel shoes, all sizes, No. 1 to 4, \$6.75. F.O.B. Montreal.

Toenails Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25; "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition 70 10 p.c.
Corrugated, 1¼ in., ft. ... 0 13½
Corrugated, ¾ in., ft. 0 17
Cable, 70 per cent.
Leader, 60 and 10 per cent.

I**IRON AND STEEL.**

Montreal Toronto
Angles base 2 50 2 50
Common bar, per 100 lbs. 2 05 2 00
Forged iron, per 100 lbs. 2 30 2 35
Refined iron, per 100 lbs. 2 40 2 40
Horseshoe iron, per 100 lbs. 2 40 2 40
Mild steel 2 25 2 00
Sleigh shoe steel... 2 25 2 25
Domestic 2 30 2 00
Reeled machinery steel 2 75 3 00
Tire steel 2 35 2 20
Sheet cast steel ... 0 15 0 15
Toe calk steel 3 10 3 15
Mining cast steel... 0 07½ 0 07½
High speed 0 65 0 65
Cammell Laird 0 15
Black Diamond tool steel 0 08½ 0 08½
Silver tool steel ... 0 13½ 0 13½
Cold Rolled Shafting.
9-16 to 11-16 inch ... 0 06
¾ to 1 7-16 in. 0 05½
17-16 to 3 inch 0 65
Montreal 40%, Toronto 40%.

IRON, TINNED.

72x30 up to 24 gauge, case lots \$ 9 50
Less than case, 25c per 100 lbs.
72x30 up to 26 gauge, case lots 10 00
extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set 0 78
Mrs. Potts, No. 50, nickel-plated, per set 0 85
Mrs. Potts, handles, japaned, per gross 9 00
Sad irons, common, plain.. 5 00
Sad irons, common, plated. 5 50
Asbestos, No. 70, per set... 1 50
Asbestos, No. 90, per set ... 1 20
Princess Electric, each ... 3 00
Ideal Electric, each 2 85
Gasoline Sad Iron, each ... 3 50
Ideal Gasoline, each 3 25

LADDERS, ETC.**(Step Ladders).**

Shelf-lock 12c ft.
Ontario 16c ft.
Faultless 20c ft.
Extra Heavy 28c ft.
Hercules 28c ft.
Decorator 18c and 20c ft.
Perfect 22c ft.
Chair Ladders, each \$2 00

(Roped Extension).

20 ft. \$3 00 42 ft. \$ 7 95
22 ft. 3 30 44 ft. 8 36
24 ft. 3 60 46 ft. 8 74
26 ft. 3 90 48 ft. 9 12
28 ft. 4 20 50 ft. 9 50
30 ft. 4 50 52 ft. 11 44
32 ft. 4 80 54 ft. 11 88
34 ft. 5 78 56 ft. 12 32
36 ft. 6 12 58 ft. 12 76
38 ft. 6 46 60 ft. 13 20
40 ft. 6 80

(Common Extension).

20 ft. each \$2 60
22 " 2 86
24 " 3 12
26 " 3 38
28 " 3 64
30 " 3 90
32 " 4 16
34 " 5 10
36 " 5 40
38 " 5 70
40 " 6 00
42 " 7 48

LANTERNS. Per doz.

(Common Single.)
Fruit picking ladders, long nose, same price as common 22 ft., each 2 04

16 ft., each 1 76
14 ft., each 1 54
12 ft., each 1 20
single ladders; short nose, 1c per 18 ft., each 1 96
20 ft., each 2 40
foot additional.
8 ft., each \$0 80
Banner Buggy 10 75
Banner Junior 11 75
Trulite 7 00
Wrightlights 7 00
Beacon 7 00
No. 2, or 4, plain cold blast 7 00
Short globe, pattern 7 00
Cold blast, japanned 9 25
Brass, well japanned 24 00
All brass 1 90
Little Bobs A.C., doz. 1 90

LANTERN GLOBES.

Cold blast, short ruby ... 1 75
Cold blast, common ruby.. 1 60
Cold blast, short 0 75
Cold blast 0 50
Prism globes 1 20

LATCHES (YALE, NIGHT).

No. 26, per doz. \$ 3 30
No. 34, per doz. 11 80
No. 34X, per doz. 11 80
No. 37, per doz. 13 40
No. 042, per doz. 15 25
No. 42, per doz. 16 25

LATHS (METAL). Per sq. yd.

26-gauge, painted metal lath 0 10
24-gauge, painted metal lath 0 13
23-gauge, painted metal lath 0 15
24-gauge, galv. metal lath.. 0 17
23-gauge, galv. metal lath.. 0 19

LEAD.

Montreal Toronto
Trail, 100 lbs. 5 00 5 00
Lead Wool, 8c lb.
Sheets, 2½ lb. sq. ft. 7 50 7 50
Sheets, 3lb. sq. ft. 6 75 6 75
Sheets, 3½ lb. sq. ft. 6 62½ 6 60
Sheets, 4 to 6 lbs. sq. ft. 6 50 6 50
Cut sheets, ¼c per lb. extra.
Cut sheets to size, ¾c per lb. extra.

LEVELS. Per doz. Rabone's.

1369x12, Boxwood 4 0
1626x9, Walnut pointed ... 4 50
1628x12, Rosewood 7 50
104x24, Triple stock (net). 21 00
104x27, Triple stock (net). 22 00
104x30, Triple stock (net). 23 15

LINES, PLOUGH.

Russia snap, per gross ... 33 00
Indian snap, per gross ... 27 00

MACHINES (WASHING). Each

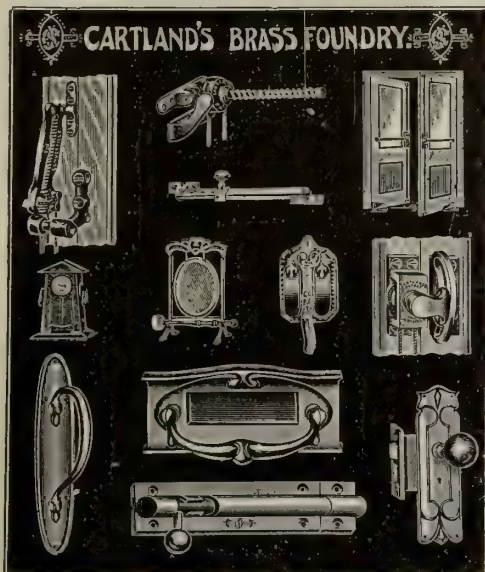
Canadian \$ 5 00
Dowswell 5 00
Hamilton 5 75
Re-Acting 7 50
Snowball 8 00
Noiseless 8 25
Sunlight 8 75
Momentum 8 75
New Century, style "A" .. 9 00
New Century style "B" .. 10 00
New Century, Power, Style "D" 24 00
New Idea, style "B" 11 00
Playtime, engine drive ... 11 00
Ideal Power 16 00
Seafoam, electric 60 00
Seafoam, engine drive ... 25 00
New Idea, electric 80 00
Sunshine 4 50
Popular, No. 1 5 25
Economic 6 00
Champion 9 00
Excell-All 11 00
Blue Bell, without stand.. 9 00
Puritan Water Motor, complete 16 00
Hydro, One Tub, engine drive 26 00
Discount 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.
Stephenson Washers, \$6 net.

JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office

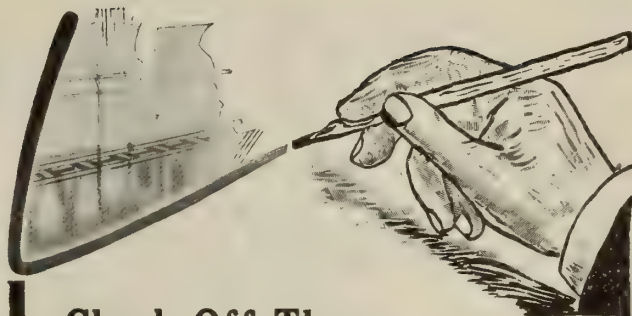


Manufacturers of every description of

**BUILDERS' CABINET, FANCY AND
NAVAL BRASS FOUNDRY**

Our new Catalogue, fully illustrated, mailed free on
Application to wholesale Hardware Merchants.

Canadian Agents—Eastern: Geo. H. Smith, 39 Adelaide St. W., Toronto
Western: W. T. McArthur & Co., 1126 Homer St., Vancouver, B.C.



Check Off These Important Finishing Facts

The wise dealer selling varnish is the one who is fortified with facts when the customer asks:

“What varnish shall I use for this purpose or that?”

In the opinion of hundreds of dealers throughout the Dominion the most satisfactory varnish for floors is

Liquid Granite

It is a lasting waterproof varnish that resists hard wear to an unusual degree. Dealers have also learned that for white finishing there is nothing superior to

Luxeberry White Enamel

Its hard, tough surface never fails to please the most exacting trade. Another Berry Brothers leader is that celebrated varnish extensively used for exterior finishing of natural woods. It does equally good work on a front door or the deck of a boat. Don't forget to tell your customers about

Luexberry Spar

Further facts for the asking at any time.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Walkerville

On tario



WHEN YOU RISKATE

you will experience a comfort and sense of security unknown before, if you are wearing the

Perfection Steel Ankle Support

Whether you are a beginner or an expert skater, you need the “Perfection” Support—it is the only really efficient stay for the ankles.

Sold by all the Leading Dealers.
Price, \$1.00 per pair.

**Owen Sound Steel
Press Works**



MALLETS.	Per doz.
Tinsmiths, 2½ x 5½ in....	1 65
Carpenters, round hickory 1 95	
Lignum Vitae, round, 5 in 2 40	
Caulking, No. 8, oak.....	15 00
MANGLES.	
Victor, each	\$14 25
Woodyatt, each	6 60
MIRRORS, FRAMED.	Doz.
Size, glass, 4 x 6.....	1 00
Size, glass, 5 x 7.....	1 25
Size, glass, 6 x 9.....	1 60
Size, glass, 7 x 9.....	1 75
Size, glass, 8 x 10.....	2 00
Size, glass, 9 x 12.....	2 60
Size, glass, 10 x 14.....	3 10
Size, glass, 10 x 17.....	3 75
MOPS.	
Mops, O-Cedar, doz.....	\$12 00
S. W. Mops, doz.....	3 25
New Wizard, small, doz.....	8 00
New Wizard, large	10 00
Mop sticks, doz.....	1 10
Cast head mops, doz.....	1 35
Crescent, doz.....	1 50
Crank wringing, doz.....	4 75
Extra Cloths.	
Challenge, doz.....	2 10
Woven, cloths, doz	1 35
NAILS.	
Standard steel wire nails,	
Toronto, \$2.25 base; Montreal,	
\$2.25 base; London, \$2.25 base;	
Cut nails — Montreal, \$2.50;	
Toronto, \$2.70; London, \$2.70;	
Miscellaneous wire nails, 75 p.c.	
Coppers' nails, 33-1-3 p.c.	
Pressed spikes, ¾ diameter,	
per 100 lbs., \$3 base.	
NAILS (HORSE SHOE).	Per box..
Capewell.	
No. 4, in 25-lb. box	\$3 75
No. 5, in 25-lb. box	3 75
No. 6, in 25-lb. box	3 50
No. 7, in 25-lb. box	3 25
No. 8, in 25-lb. box	3 25
No. 9, 10, 11 and 12, in 25-	
lb. box	3 00
Less 10 and 5 per cent. off.	
NAILS (HORSE).	
M.R.M. cold forged process	
list, 10th January, 1912.	
Size. Length.	Prices per
No. 3, 1½-inch	\$4 10
No. 4, 1½-inch	3 75
No. 5, 1 15-16	3 50
No. 6, 2½	3 10
No. 7, 2 5-16	2 90
No. 8, 2½	2 75
No. 9, 2 11-16	2 60
No. 10, 2½	2 50
No. 11, 3 1-16	2 45
No. 12, 3½	2 45
NETTING, POULTRY.	
2 in. mesh, 19 w.g., 50-10-5% off;	
1½ in. mesh, 50-10-5% off.	
NET PRICES ON SMALL SIZES POULTRY NETTING.	
½-in. x 22 ga. x 12-in., roll.	\$3 00
½-in. x 22 ga. x 18-in., roll.	4 30
½-in. x 22 ga. x 24-in., roll.	5 65
½-in. x 22 ga. x 30-in., roll.	6 90
½-in. x 22 ga. x 36-in., roll.	8 20
1 in. x 20 ga. x 12-in., roll.	1 50
1 in. x 20 ga. x 18-in., roll.	2 10
1 in. x 20 ga. x 24-in., roll.	2 70
1 in. x 20 ga. x 30-in., roll.	3 25
1 in. x 20 ga. x 36-in., roll.	3 80
1 in. x 20 ga. x 48-in., roll.	5 10
Poultry netting staples, 60 p.c.	
OKUM.	Per 100 lbs.
Best (American)	9 50
U.S. Navy (American)....	9 00
New hemp (English).....	7 00
U.S. Navy (English).....	6 50
Navy (English)	6 00
Best Navy	5 00
Plumbers (spun) ...	3 65 4 00
OIL.	
Can. prime white	
petrol	0 14
Royalite	0 17 0 14½
Palacine	0 21½ 0 17
Castor Oil, per lb. ...	0 08½ 0 08½
Black oil (Summer) 0 12½ 0 12	
Black oil (Winter) 0 14½ 0 14	
Cylinder Green ...	0 35 0 35
Paraffine	0 22 0 20
XXX Machine	0 25½ 0 21
OLD MATERIALS.	
F.o.b. Toronto.	
Tea lead, pack, 2½ to 3½ lb.	
Tea lead, chest, 2½ to 3½ lb.	
Lead (heavy pipe, etc.), 3 to 4 c	

Brass, heavy, 9 to 10c lb.

Brass, light, 6 to 7c lb.

Zinc, heavy, 2½ to 4c lb.

Copper, heavy, 11 to 12c lb.

Rubbers, such as old rubber, boots, and shoes, according to trim, 5½c to 6c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4 to 5c; bicycle tires, 2 to 3c.

PACKING (JUTE)

Per Coil Lots.
Fine, 30 ends to ¾ inch. 0 09½
Heavy, 8 ends to 1 inch. 0 06½

PAPER, ETC.

O.K. Paper, No. 1, per roll 0 95
O.K. Paper, No. 2, per roll 0 70
Per 400 ft. roll
Plain Fibre, No. 1..... 0 60
Plain Fibre, No. 2..... 0 35
Tarred Fibre, No. 1..... 0 62
Tarred Fibre, No. 2..... 0 43
Tarred Fibre, Cyclone, 25 lbs., roll

Dry Cyclone, 15 lbs..... 0 50

Tarred Fibre, Good Luck Brand, per roll

Dry Fibre, Good Luck Brand, per roll

Per 100 lbs.

Oiled waterproof building paper, 600 sq. ft. roll.... 1 05

400 sq. ft. roll

O.K. Brand corded sheathing 0 95

Sheathing (Surprise)

Blue R-S Sheathing

Dry fibre No. 1

Dry fibre No. 2

O.K. carpet felt

Per 100 lbs.

Heavy dry straw

Heavy tarred straw

Spruce sheathing

Carpet felt, 16 oz.

Carpet felt, 20 oz.

Resin sized Fibre, per roll. 0 43

Asbestos Bldg.

Heavy fibre, 32 ft. x 60 ft., per 100 lbs.

Liquid Roofing Cement, bbls., per gallon

Liquid tins cement, 5s.

Crude coal tar, per bbl.

Refined coal tar, per bbl.

Shingle Varnish, per bbl.

Caps, per lb.

Ralls, per lb.

Mop Cotton, per lb.

Tarred felt, Dominion, 7 oz. 2 10

PICKS (CLAY).

5 to 6 lbs., doz..... 3 75

7 lbs., doz..... 4 00

7 to 8 lbs., doz..... 4 75

8 lbs., doz..... 5 00

PINS, COTTER.

Cotter pins, 90 p.c. discount.

PINS, CLOTHES.

Selected full count. Per case.

5 gross, 4-in. (loose).... \$0 80

5 gross, 4½-in. (loose).... 0 90

5 gross, 5-in. (loose).... 1 00

4 gross, 4-in. (12 pkgs. of 4 doz. each)

5 gross, 4 in. (24 pkgs. of 2 doz. each)

6 gross, 4 in. (12 pkgs. of 6 doz. each)

PIN (ESCUTCHEON).

Steel, discount, 50 per cent.

Brass, 50 per cent.

PIPE, STANDARD WROUGHT.

Buttweld.

Size Black Galvanized

¼ and ¾ inch \$2 16 \$3 06

¾ inch

1 inch

1½ inches

2 inches

2½ inches

3 inches

3½ inches

4 inches

4½ inches

5 inches

6 inches

7 inches

8" x 25 lbs. per ft. \$3 75

8" x 28 lbs. 96 48

9 inches

10" x 32 lbs. per ft. 107 20 142 40

10" x 40 lbs. 138 00 183 30

12 inches 174 90

These prices are for small quantities only. Discounts in proportion to size of order will be allowed.

PIPE (LEAD).

Lead pipe, 7½c, 5% off.

Lead waste pipe, 9c; 5% off.

Traps and bends, 40% off.

PIPE (SOIL).

Medium and extra heavy pipe up to 6-inch, 65% and 10 off.

7 and 8-in., 45% off.

PIPE (CONDUCTOR).

2 inch, in 10-ft. lengths.... 3 45

3 inch, in 10-ft. lengths.... 4 20

4 inch, in 10-ft. lengths.... 5 53

5 inch, in 10-ft. lengths.... 7 60

6 inch, in 10-ft. lengths.... 9 25

PITCH.

Fine, per bbl. 4 50

PLANES.

Wood bench, Can., 15 per cent.

Wood, fancy, 30 to 35 per cent.

Prices, Planes and Nippers.

Buttons, genuine, 37½ to 40 per cent.

PLATES (BOILER).

Montreal Toronto

Plates, 1¼ to ½ inch, per 100 lbs. 2 40 2 50

Heads, per 100 lbs. 2 65 2 75

Tank plates, 3-16 inch 2 70 2 80

PLUGS (METAL).

Painted wall plugs, per 1,000

Galv. wall plugs, per 1,000 23 00

POLISH.

Doz.

O-Cedar, 4 oz. bottles \$2 00

O-Cedar, 12-oz. bottles ... 4 00

O-Cedar, 1-qt. can

O-Cedar, ½-gal. cans

O-Cedar, 1-gal. cans

Liquid veneer, 4-oz. 2 00

Liquid veneer, 12-ozs. 4 00

Liquid veneer, quarts 8 40

Tandem metal polish paste. 6 60

Axoline brass cleaner, 100 in pkg. 6 50

RAZORS.

Per doz.

Roker's King Cutter

Henckels

Gillette Safety, each

Star Safety Razor, 33½ per cent.

Edelweiss

Ever-Ready, doz. 9 00

Ern Razors

Ern Junior Razor

REELS, HOSE.

Plain wood, each

Plain wood, with drum, ea. 0 95

Metal

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 75%.

Iron burrs, 75 per cent.

Copper rivets, usual proportion of burrs, 35 and 12½; burrs, 30 and 12½ per cent.

Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.

Coppered Rivets, net extras. 2½c per lb.

ROOFING.

Tarred felt (7 oz.)

Tarred felt (10 oz.)

Tarred felt (16 oz.)

Per roll

2 ply R.R. 0 75

3 ply R.R. 0 95

2 ply R.R., complete in roll 1 15

3 ply R.R., complete in roll 1 35

Samson 1-ply, roll

Samson 2-ply, roll

Samson 3-ply, roll

Amatite roofing, per sq. 2 70

Ready 2-ply, Shield, per roll 0 75

Ready 3-ply, Shield, per roll 0 95

Tarred 210 roofing felt. 2 10

Compo certainfeed, 1-ply... 1 25

Compo certainfeed, 2-ply... 1 55

Compo certainfeed, 3-ply... 1 85

ROPE.

Lb.

Pure Manila basis

British Manila basis

African hemp basis

Sisal basis

Double lath yarn basis.... 9½

Single lath yarn basis 8½

Russian deep sea line basis 20

Russian tarred ratline basis 17

Russian tarred bolt rope basis

Jute rope basis

Italian rope basis

Basis (¾" dia. and larger).

Cotton rope, 3-16 and larger 21

Sisal Clothes Line.

3-ply, 30 ft. 0 45

3-ply, 40 ft. 0 60

3-ply, 48 ft. 0 72

3-ply, 60 ft. 0 90

3-ply, 72 ft. 1 08

3-ply, 100 ft. 1 50

6-ply, 40 ft. 0 95

6-ply, 48 ft. 1 15

6-ply, 60 ft. 1 45

6-ply, 72 ft. 1 75

6-ply, 100 ft. 2 40

RULES, BOXWOOD.

.. Rabone's. Per doz.

No. 1375—2 ft.(51).. 1 80

No. 1101—2 ft.(52).. 3 90

No. 1167—2 ft.(7).. 3 60

No. 1106—2 ft.(53½).. 4 10

No. 1375—3 ft.(66½).. 2 50

No. 1112—3 ft., hf. bound 6 00

No. 1190—With level 8 85

No. 1493—Brass blacks'hs 1 70

No. 1494—Brass blacks'hs 2 20

SAWS.

Atkins Hand and Crescent, 25 p.c.

Disston's Hand, net prices, new list.

Simonds' Hand, 15 per cent.

Shurly & Dietrich, 35 per cent.

Spear & Jackson, 40 per cent.

SCALES.

Gurney Standard, 30 per cent;

Champion, 45%.

Burrow, Stewart & Milne —

Imperial Standard, 30 per cent;

Champion E. B. Scales, 35 per cent.

Net Prices.

Fairbanks Standard, 30; Dominion, 45; Richelleu, 45.

Champion, 4 lb., \$2.50 plus 30c

for stamping; 10 lb. \$3.75 plus

50c for stamping; 240 lb., \$5.50

plus 50c for stamping; 600 lb.,

platform, \$14 plus \$1 for stamp-

ing; 1,200 lb., platform, \$16.50

MURESCO

THE WALL FINISH PAR EXCELLENCE

Cheaper and better than Kalsomine. Anyone can apply it. Seventeen tints, seventeen colors. For years Muresco has been one of the best sellers in the whole hardware trade. Once a customer has used it he gets the Muresco habit.

MADE IN CANADA

BENJAMIN MOORE & CO., LIMITED

6 LLOYD ST. WEST TORONTO CANADA

**RED
S
BRAND
WINDOW
GLASS**



**GLASS
BENDERS
TO
THE
TRADE**

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



JUST SHOW OUR CATALOGUE

It will make MONEY for you.

IT IS NO TROUBLE TO ERECT OUR GOODS.
WE DO ALL THE DIFFICULT WORK FOR YOU.

Mantels; Electric, Coal, Gas Grates; Portable Baskets, Gas Logs,
Fenders and Fire Sets. Tiles and Tile Work in all its Branches.

WRITE TO-DAY FOR CATALOGUE AND PRICES

THE BARTON-NETTING CO., LIMITED

9-11 Pitt Street E., WINDSOR, Ont.

OUR MOTTO "QUALITY"

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	2 50	2 55
12 gauge	2 55	2 60
14 gauge	2 35	2 35
16 gauge	2 40	2 40
18-20 gauge	2 45	2 50
22-24 gauge	2 50	2 55
26 gauge	2 60	2 65
28 gauge	2 70	2 75

SHEETS.

Corrugated, galv., 10% off.	
22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Galvanized

B.W.	Queen's	Fleur-de-Lis	Gorbals
gauge	Head	de-Lis	best best
16-20 ..	3 80	3 45	3 80
22-24 ..	3 85	3 55	3 85
26 ..	4 10	3 90	4 10
28 ..	4 35	4 10	4 35

Colborne Crown—16-20 gauge, \$3.60; 22-24 gauge, \$3.65; 26 gauge, \$3.90; 28 gauge, \$4.15.	
Apollo Brand Montreal Toronto	
14 gauge	2 95
16 gauge	2 95
18-20 gauge	3 10
22-24 gauge	3 45
26 gauge	3 70
28 gauge	4 05
10½ oz.	4 25

SHELLERS, CORN.

Black Hawk, doz.	18 00
Plymouth Rock, doz.	8 50

SHOVELS AND SPADES.

	1st	2nd	4th
Shovels	60	55	45
Socket sc'ps. 50 and 5 ..	45	45	45
Rivet scoops 50			
Drain. tools 60 60			
Scoops	50	45	45
Hollow backs			
and sand. 60 ..	45		
Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.			
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.			

SIFTERS, ASH.

Wood sifters, doz.	\$ 1 75
Rocker, No. 1, each	3 60
Rocker, No. 3, each	2 50
Banner, each	1 70

SINKS.

Cast iron, 16x24, \$1.10; 18x30, \$1.50; 20x36, \$2.25.	
Flat rim enameled sinks, 16x24, \$3.50; 18x30, \$4; 18x36, \$5.15.	

SLIDING SHOES.

Onward Sliding Shoes, 40%.

SNAPS.

Harness, 25%.

SOLDER.

	Montreal	Toronto
Tinker's bar	0 21	0 26
Wire solder, lb.	0 24	0 26
Bar half-and-half, 0 22	0 21	

SOLDERING IRONS.

Base, per lb., 28 cents.

SOLDER WIPING.

Ace	0 18
Commercial	0 19
Easy	0 19
Star Extra	0 21
Strictly standard wiping 0 23	

SPELTER.

Foreign, per 100 lbs. 6 00 6 00

STAPLES.

Poultry netting, 100 lbs.	6 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	6 12
Bright Fence, 100 lb. kegs.	2 50
Bright Fence, 25-lb. boxes.	2 75
Galv'ed fence, 100-lb. kegs.	2 85
Galv'ed fence, 25-lb. boxes.	3 10
Cooper's staples, 45% ..	
Bright spear point, 75% ..	

SWEEPERS, CARPET.

Univ. japd., cyco bearing.	24 00
Univ. N.P., cyco bearing.	27 00
Grand Rapid, japd., ball-bearing	26 00
Grand Rapid, N.P., ball-bearing	29 00
Elite, ball-bearing	30 00
Am. Queen N.P., ball-bearing	32 00
Parlor	35 00

SWINGS.

Baby, 2-passenger, each.	\$2 75
Ontario, 2-passenger, each.	3 75
Ontario, 4-passenger, each.	4 25
Stratford, 4-passenger, each.	5 50

WOODEN WASH TUBS.

Boyers Gliding Settees with awning, each	8 50
Without awning, each	12 50

TACKS, BRADS, ETC.

Carpet tacks, blue, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blue, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blue and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blue and tinned, bulk, 70 and 10; Swedes, gimps, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blue, 65 and 10; clout nails, blue and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 9 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES—Lufkine.

Ass skin, No. 713, 50 ft., doz.	2 55
Ass skin, No. 714, 66 ft., doz.	3 40
Linen, No. 404, 66 ft., ea.	1 10
Metallic, No. 603, 50 ft., ea.	1 40
Rival steel, No. 263, 50 ft., ea.	2 80
Rival steel, No. 266, 100 ft.	4 80
Reliable Jr., No. 103, 50 ft.	2 70
Rabone's.	
Tape Lines, linen, No. 2601	
x50, each	\$1 00
Metallic, No. 4011x50, ea.	1 35
Metallic, No. 4011x66, ea.	1 55
Steel, No. 2891x50, ea.	2 70
Steel, No. 4161x50, ea.	3 00
Steel, No. 4161x50, ea.	5 15

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10%.

TIES (METAL).Galv. wall ties, per 1,000...\$5 00
Painted wall ties, per 1,000. 5 00**TIES, COW.**

McKinnon, 40% discount.

Greenings, 40% discount.

TIN.

Tin, per lb. 35-37 35-37

TINNERS' TRIMMINGS.

Discount, 45%.

Plain, 70 and 5%.

Re-tinned, 72 and 5%.

TOOLS, HARVEST.

Samson, 47½%; ord., 50%.

TRAPS (STEEL AND GAME).

Newhouse, 40%.

Hawley & Norton, 57½%.

Victor, 70%.

Oneida Jump, 65%.

TRESTLES.

5 ft., each. \$1.50	14 ft., each. \$4.20
8 ft., each. 2.00	16 ft., each. 4.80
10 ft., each. 2.50	18 ft., each. 5.40
12 ft., each. 3.00	20 ft., each. 6.00

TROWELS.

Disston's, 10%.

TWINE (Binder).

650 ft., per lb.	0 13½
600 ft., per lb.	0 11
550 ft., per lb.	0 09¾
500 ft., per lb.	0 09¼
5 ton lots, ¼c per lb. allowance.	
10 ton lots, ¼c lb. allowance.	
Delivered in 300-lb. lots and over.	
Wrapping cotton	5-lb.
4-ply	0 21½
3-ply	0 19½

TUBES.**Boiler Tubes.**

	Montreal	Toronto
100 ft., 1½ in.	10 45	9 75
100 ft., 2 in.	9 60	8 25
100 ft., 2½ in.	10 25	10 25
100 ft., 3 in.	12 25	10 65
100 ft., 3 in.	13 30	11 00
100 ft., 3½ in.	15 55	13 00
100 ft., 4 in.	19 80	16 75

TUBS.**Samson Galvanized.**

No. 11, doz. net	12 00
No. 22, doz. net	14 40
No. 33, doz. net	16 80

Common Galvanized.

No. 1, doz.	6 83
No. 2, doz.	7 43
No. 3, doz.	8 48

	Per nest.
Nests of 3—0, 1 and 2	\$2 38
Nests of 3—1, 2 and 3	2 05
Nests of 4—0, 1, 2 and 3	2 95
No. 0, per doz.	11 00
No. 1, per doz.	9 00
No. 2, per doz.	8 00
No. 3, per doz.	7 00

V**VALVES, ETC.**

Ground work, 55%.
Stand, compr. work, 65%.
High-grade compr. work, 55%.
Cushion work, 55%.
Fuller work, 70%; No. 0, 70, 10%, and 1 and 2 basin cocks, 70%.
Flatway stop and stop and waste cocks, 60, 10%; roundway, 60 and 5%.
J.M.T. Globe, Angle and Check Valves, 50%; Standard, 60%.
J.M.T. Radiator Valves, 55%; Standard, 60; patent quick opening valves, 70 and 10%.

W**WARE, COPPER AND NICKEL.**

Copper boilers, kettles, 50%.
Copper tea and coffee pots, 50%.
Copper pails, 30 and 5%.
Foundry goods, hollow ware, 40 and 5%.

WARE, ENAMELED.

White ware, 75 per cent.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial and Colonial steel, 60 and 10 per cent.
Star decorated steel, 33½ p.c.
Hollow ware, tinned steel, 40 per cent. off.
Enamelled street signs, 50 p.c.

WARE, TIN, PIECED.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails, 35 per cent.
Copper bottom tea kettles and boilers, 35 per cent.
Coal hods, 35 per cent.
Boiler and tea kettle pils, 30 and 5 per cent.

WARE, STAMPED.

Plain, 72½ and 5.
Retinned, 72½ and 5.
Tinner's trimmings, 72½ and 5.

WASHERS, IRON.

Full box, 45 per cent. smaller.
Full box, 45 p.c.; smaller lots, 30 p.c.; assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c. lb.

WEATHERSTRIP.

Narrow wood and felt...1¼c ft.
Medium wood and felt...1¼c ft.
Wide wood and felt...2¼c ft.
All felt Frost King...\$4.40 doz.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2.00
Sectional, ½ lb., per 100 lbs. 2.25
Solid, 3 to 30 lbs., per 100...1.60

WEIGHTS.

Smarts, Horse, 3¼c lb.

WHEELBARROWS.

Navy, steel wheel, doz.	21 00
Garden steel wheel, doz.	32 40
Light garden, per doz.	22 80
Heavy garden, L-side	33 00
Heavy farm, solid side	33 00

WHIFFLETREES.

Tubular steel, 28 ins.	0 70
Tubular steel, 34 ins.	1 00
Tubular stel, 36 ins.	1 25
Tubular steel neckyokes, 36 inches	1 25
Tubular steel doubletrees, 40 inches	0 95
Tubular steel lumbermans, 44 inches	0 95

WIPERS.

(See Paint Markets)

WIRE.

Brass wire, 50 and 5 per cent.
Copper wire, 50 and 2½ per cent.
Annealed Cut Hay Baling Wire, No. 9, \$3.75; No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13½, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE, CLOTHES LINE.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$3; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.60. All prices per 1,000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F.O.B. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL.

Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extra net. Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 30-34, \$6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

No. 13, \$2.20; No. 14, \$2.40; No. 15, \$2.50 f.o.b. Montreal, Toronto, Hamilton and London.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, \$2.20 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra. No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, \$1.25, bright soft drawn 15c, charcoal (extra quality), \$1.25, packed in casks or cases, 15c, bagging and papering, 10c. 50 and 100-lb. bundles in 25-lb. bundles 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, \$1.

WIRE CLOTH.

Painted screen, in 100-ft. rolls, \$1.55 per 100 sq. ft.; in 50-ft. rolls, \$1.60 per 100 sq. ft.
Rustless screen, 7c. sq. ft.
Cut lengths, 8c sq. ft.

WIRE (FENCE).

	Per cwt.
Barb	2 35
No. 9, coil spring	2 25
No. 9, plain galvanized	2 15
No. 12, plain galvanized	2 30
No. 13, plain galvanized	2 40
O. & A., No. 10	2 30
O. & A., No. 11	2 42
O. & A., No. 12	2 50

F.O.B. Montreal, Toronto and London.

WIRE ROPE.

Galvanized, 1st grade, 6 strands 24 wires, ¾, \$5; 1 inch, \$16.50.

Black, 1st grade, 6 strands, 19 wires, ¾, \$5; 1 inch, \$15.10. Per 100 feet, f.o.b. Toronto.

WIRE BAILE TIES.

	Cwt.
Single Loop, No. 14	\$3 00
Single Loop, No. 15	3 15
Single Loop, No. 16	3 30

WRINGERS—Less 20 p.c.

Royal Canadian, 11 in., doz.	45 25
Eze, 11 in., per doz.	49 50
Cycle, 11 inch	54 00
Trojan, 12 inch	100 00
Favorite 511E	57 75
Unexcelled 1041E	72 00
Challenge 311E	48 75
Gem 141	47 25
Sunlight 111	42 00
Ottawa, 341E	54 00
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Majestic, 11 in.	47 25
Perfect, 11 in.	52 75
Bicycle, 11 in.	56 25
Wrenches, Trlmo, 65 p.c. off list.	

WRINGERS, MOP.



For Outdoors

Or In

You can fill every paint requirement with the right RAMSAY finish.

And every RAMSAY product is *right*. The right formulæ, the right materials, the right price and the right value. You'll find it a pleasure to do business with a house that has grown up with the country and has 72 years of Canadian paint experience behind it.

MADE IN CANADA

Write us.

A. RAMSAY & SON CO.,

- MONTREAL

ESTABLISHED 1842

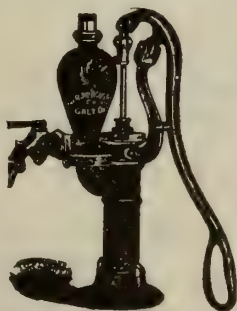
Pumps that Carry Good Will

Dealers that sell McDougall's "Are-macdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold—gives the dealer no trouble.

They are metal — hand fitted valves — air-tight — strong — lasting.

The big catalogue tells you exactly what the line is—get it for the asking.



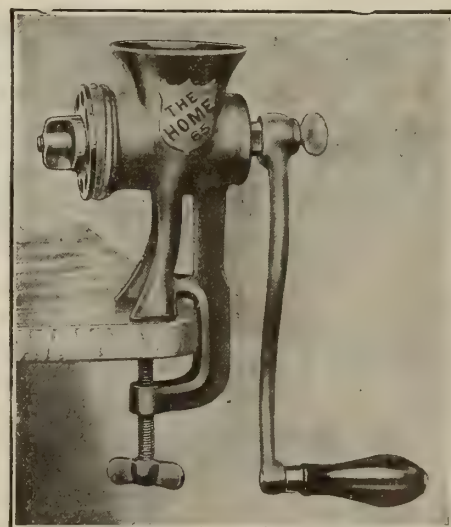
WRITE

The R. McDougall Co.,
LIMITED
GALT, CANADA

YOU WILL FIND THIS MAXWELL "HOME 65" FOOD CUTTER

one of the best selling lines you ever handled.

The "Home 65" is a new machine embodying all the latest principles. Made in the standard family size and much stronger than the ordinary type of machine. Cap fits close, rendering the machine quite watertight. The open-end cylinder makes it easy to clean.



Supplied with different cutting plates.

MAXWELLS LIMITED
ST. MARYS, ONT.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, \$6.20 per 100 lbs. 5 lb. packages, \$6 per 100 lbs.

ALCOHOL.

5 gal. lots, per gal., \$1.

BEESEWAX.

Per lb., 40c.

BRONZING LIQUID.

Bronzing liquid, No. 1 ...\$1 75
Banana oil, gal. 4 00

BRUSHES.

Weighted, 15 lbs., doz. ...\$14 70
Weighted, 20 lbs., doz. ... 19 90

COATING.

Cement Coating\$2.55 3.00

COLORS (DRY).

Per lb.

Raw Umber, 100 lb. kegs. 0 09

Burnt Umber, 100 lb. kegs. 0 09

Raw Sienna, 100 lb. kegs. 0 09

Burnt Sienna, 100 lb. kegs. 0 09

Imperial green, 100 lb. k. 0 12

Italian red, 100 lb. kegs. 0 05

Brunswick green, 100-lb. k 0 06

Indian red, 100 lb. kegs. 0 10

Indian red, No. 1, 100 lb. k 0 06

Vermilion, 100 lb. kegs. 0 20

Drop black pure dry 0 12

Golden ochre, 100 lb. kegs 0 03½

White ochre, barrels 0 04

Yellow ochre, barrels 0 01½

Spruce ochre, 100 lb. kegs 0 02

Canadian red oxide, bbls. 0 02

Super magnetic red 0 02½

COLORS IN OIL.

Venetian red 1-lb. tins. 0 12

pure 0 23

Chrome yellow, pure 0 14

Golden ochre, pure 0 12

French ochre, pure 0 11

Chrome green, pure 0 15

French permanent green, pure 0 20

Signwriters' black, pure. 0 06

Marine black, 25-lb. irons 0 06

DRIERS.

Patent 25 lb. tins, 8c. lb.; patent 1 lb. tins, 11c lb.

ENAMELS.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & Co. 1 80

Alba-Gloss enamel 4 00

Anchor Floorlustre 1 80

Low Bros' Linduro 4 20

FILLER.

Luxberry Enamel\$5 00

Screen Enamel B.B. 1 05

GLUE.

Per lb.

French medal 0 14

German common sheet. 0 10

German prima 0 17

White pigfoot 0 21

Perfection amber, ground, No. 1230 0 13

Ground glues at same prices.

N.L. 0 13

N.L. 0 11½

CL 0 12

C 0 11

GLASS.

(TORONTO QUOTATIONS.)

Size United Inches. Star.

Under 26\$6 50

26 to 40 7 00

41 to 50 7 40

51 to 60 8 00

61 to 70 8 75

71 to 80 9 50

81 to 85 10 50

86 to 90 11 50

91 to 95 12 50

96 to 100 13 85

Double Diamond.

Size United Inches.

Under 26\$ 8 60

26 to 40 10 00

41 to 50 11 70

51 to 60 12 00

61 to 70 12 75

71 to 80 13 85

81 to 85 17 50

86 to 90 18 85

91 to 95 19 20

96 to 100 22 75

101 to 105 32 00

106 to 110 36 00

Discount on 16 oz. glass 20%; discount on double diamond, 20%; cut sizes, 20%.

MONTREAL QUOTATIONS.

Country Base Price.

United Double

Inches. Star. Diamond.

25 in.\$4 25 \$ 6 25

40 in. 4 65 6 75

50 in. 5 10 7 50

60 in. 5 35 8 50

70 in. 5 75 9 75

80 in. 6 35 11 00

85 in. 6 15 12 50

90 in. 15 00

95 in. 17 50

100 in. 20 50

105 in. 16 40

110 in. 21 00

The above Montreal prices under revision.

GLASS, PLATE.

Montreal:

Country discount, 35 and 5% off list, delivered.

City discount, 45 and 5% off.

Toronto:

Country discount, 40% off list delivered.

City, 42½ off list.

LEAD.

(White Ground in Oil.)

Prices per 100 lbs. in ton lots.

Montreal Toronto

Elephant, Genuine ...\$8 75 \$8 90

"Anchor," pure 8 45 8 60

Green Seal 8 45 8 60

Brandram's B.B. Genuine 9 45 9 60

C.P. Co. decorat's pu. 8 45 8 60

Crown and Anchor, pure 8 65 8 80

Decoror's Pure (Wpg) 8 60

Moore's Pure White Lead 8 45 8 60

Painter's Perfect 7 95 8 10

Low Bros' White, H.S. 8 60

Ramsay's Pure Lead. 8 45 8 60

Ramsay's Exterior 8 15 8 30

Tiger Pure 8 45 8 60

"James Genuine" 10 00 10 15

Stephens' H. P. P. (Winnipeg) 8 70

Less than ton lots, 20c per cwt. higher.

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt. 9 00 6 38

Genuine, 100-pound kegs, per cwt. 8 25 6 75

No. 1 casks, per 100 lbs. 7 75 6 25

Less quantity 8 50

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots. \$17 50

2 lb. pkgs., per 100 lbs. 15 00

5 lb. pkgs., per 100 lbs. 12 00

25 lb. pkgs., per 100 lbs. 11 00

100 lb. pkgs., per 100 lbs. 9 75

200 lb. kegs, per 100 lbs. 9 60

300 lb. pkgs., per 100 lbs. 9 50

600 lb. casks, per 100 lbs. 9 00

MURESCO.

Tints in 5 lb. packages, per 100 lbs., \$5.40.

GILS (LINSEED RAW).

Montreal Toronto

Single bbls. See weekly report

3 to 5 bbls. See weekly report

6 to 9 bbls. See weekly report

LINSEED, BOILED.

Single bbls. See weekly report

3 to 5 bbls. See weekly report

6 to 9 bbls. See weekly report

PAINTS (PREPARED).

Per gallon

In qt. tins.

Sherwin-Williams paints, base 2 00

Canada Paint Co.'s pure. 2 00

Elephant and Prism 1 80

Benj. Moore Co.'s "Egyptian" Brand 1 45

Moore's house colors, per gallon 1 75

Brandram-Henderson's "English" 2 00

Fresco-Tone, in quarts. 1 80

Ramsay's paints, pure 1 80

Ramsay's paints, Thistle. 1 60

Martin-Senour, 100 p.c. pure Senour's floor paints 1 40

Maple Leaf Paint (Imp. V. & C. Co.) 1 60

Jameson's Crown and Anchor brand 2 00

Low Bros' High Standard Stephens' House Paint (Winnipeg) 1 90

Stephens' Floor Paint (Winnipeg) 1 75

Silkstone Wall Color. 2 00

PARIS PLASTER.

Per bbl. 2 25

PARIS WHITE.

In bbls. 0 30

PIGMENTS.

Orange Mineral, casks. 0 08½

Orange Mineral, 100-lb. kegs 0 08½

PRIMER.

Luxberry Primer\$2 25

PASTE WOOD FILLER B.B.

1 lb. cans\$0.18

2 lb. cans 0 18

5 lb. cans 0 17

10 lb. cans 0 16

25 lb. cans 0 12

100 lb. kegs 0 11

¼ barrels 0 10½

Barrels 0 10

PUTTY.

Standard Montreal Toronto

Bulk, in casks 2 30 2 50

Bulk, 100-lb. drums. 2 50 2 60

Bulk, 25-lb. drums. 2 60 2 70

Bladders, in bbls. 2 80 2 90

Pure Putty, 60c cwt. advance.

SHELLAC.

Gum, 32c lb.; finest orange, 42c lb.

TAR (PINE TAR).

Half pint tins, per doz. 0 60

Pint tins, per doz. 1 10

PAINT AND VARNISH REMOVER.

Takeoff, 1 gal. cans 2 10

Cumoff 2 10

TURPENTINE.

Montreal Toronto

5 gal. See weekly report

Pure, single bbls. See weekly report

SLATING.

Gal. 2 to 4 bbls. 0 60 0 64

Liquid Slating, B.B.\$3.00

STAINS.

Gal. Oil, & Spirit, Berry Bros. \$2.50

Water Stains, Berry Bros. 1 25

Berrycraft stain finish 3.00

Shingle tint, 5 gal. cans .. 1.15

VARNISHES.

Per gal. cans

Liquid Granite\$3.00

Elastic Interior 3 00

Elastic Outside 6 00

Luxberry, light 3 00

Luxberry, white 5 00

Luxberry, spar 4 50

Luxberry, exterior 5 00

Dugloss finish 3 00

Carriage, No. 1 1 50

Excello 2 00

Mar-Not 2 70

Elastic Oak 1 50

Light oil finish 1 35

Gold sized japan 2 00

Baking black japan 1 35

No. 1 black japan 0 95

Crystal Damar 2 50

No. 1 Damar 2 25

Oilcloth 1 50

House painters' white jap. 1 95

Elastilite varnish 2 25

Copalline varnish 2 25

Granitine floor finish 2 25

Jameson's floor enamel 1 75

Sherwin-Williams' KOPAL varnish 2 60

Canada Paint Co.'s SUN varnish 2 25

"Flint-Lac," coach 1 30

B. H. Ltd., "Gold Medal," cases 1 80

Dependon Lt. H. Oil

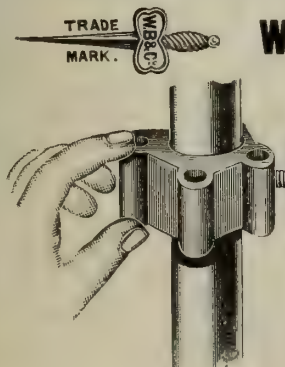
CANADIAN COLORS

BLUES, REDS, GREENS, YELLOWS.

FOR ALL PURPOSES.

Manufactured by

THE ALLAN MUNRO COLOR CO., LIMITED
MONTREAL



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WILLIAMS BROS. & PIGGOTT, LTD.

Small Heath, BIRMINGHAM

Specialists in
TUBES

Seamless, Brazed
Iron-cased Mould-
ings, Beadings, Rolled Metals
in Brass, Copper, German Silver, and other Metals.

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SHOP WINDOW FITTINGS MANUFACTURERS

Canadian Agent, EDWARD WILSON, 2095 Esplanade Ave., Montreal



Over 1000
different sections



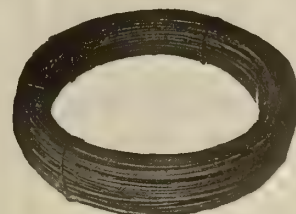
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at a reasonable cost—a baling wire that allows the dealer good profits and is certain to create enthusiasm among users.

Before placing your order, write us for prices and full information.

We also manufacture WIRE NAILS and STAPLES, O. & A. WIRE, WIRE BARREL HOOPS, ETC., each having a quality that is unsurpassed.

THE LAIDLAW BALE-TIE CO., Limited, Hamilton, Ontario
GEO. W. LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN, Winnipeg, Man.



Winnipeg Hardware Quotations

AMMUNITION.

Powder, per keg\$7 00

ANVILS.

Peter Wright, 80 lbs. and up, 11½¢ per lb.; clip horn, 12½¢.

AUGER BITS.

"Irwin" bits, 45 per cent.; common, 70 and 10 per cent.

AXES.

H. B., 1 lb., \$6.25 per doz.; 1½ lb., \$6.65; 2 lb., \$6.90; 2½ lb., \$7.00; 3 lb., \$7.15; 3½ lb., \$7.30; 4 lb., \$7.45; H. B. Handled Axes, 2 lb., \$8; 2½ lb., \$9.50; 3 lb., 3½ lb. and 4 lb., \$10; Black Prince Axes, unhandled, \$8.00; Black Prince axes, handled, \$10.25; Bench axes, 35%; Broad axes, 5 to 7½ lb., \$28 per doz.; 7½ to 9 lb., \$30.80.

BARS, CROW.

\$4 per 100 lbs.

BAR IRON.

Bar iron, \$2.50; Swedish iron, \$1.15; sleigh shoe steel, \$2.85; spring steel, \$3.40; machinery steel, \$3.75; tool steel, Black Diamond, 100 lbs., \$8.50; Brittain Brand Tool Steel, \$8.50.

BELTING.

Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting, 66-2-3% off the list.
No. 1, 66-2-3% off list.
Standard, 60% off list.
The "double" list is just twice the price of "single."

BELT LACING.

In sides, tanned, \$1 per lb.; cut, \$1.10 per lb.; rawhide, sides, 95¢; cut, \$1.05.

BLOCKS.

Steel, 50 per cent.; wood, 60 p. Steel, 50%; wood, 60%.

Wood, tackle, common, 60%.

BOLTS.

Carriage, ¾ and smaller, 60%; 7-16 and larger, 50%; machine, ¾ and under, 60%; 7-16 and over, 50%; machine set screws, 65%; plough bolts, 45%; nuts, small lots, 2c off; case lots, \$2.75 off; stove bolts, 77½%; sleigh shoe bolts to ¾, 50%; 7-16 and up, 40%.

BUILDING PAPER.

Tarred, 57½ to 88¢ per roll, according to quality; plain, 45 to 72¢; tarred, felt, 8 and 10 oz., \$2.60; 16 oz., \$2.85 per 100 lbs.

BUTTS.

Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.

Coll. 3-16 in., \$10.00; ¼, \$7.25; 5-16 \$5.85; ¾, \$5.00; 7-16, \$4.75; ¾, \$4.50; 9-16, \$4.50; ¾, \$4.40; ¾, \$4.25. Logging, 5-16, 6¼¢; ¾, 5¼¢; Tie out, 70 and 10 per cent.

CHURNS.

Barrel, No. 0, \$5.13; No. 1, \$5.13; No. 2, \$5.70; No. 3, \$6.27; No. 4, \$7.41 each.

CLEAVISES, MALL.

7½¢ per lb.

COPPER.

Sheet and planished copper, 34¢ per lb. Tinned, 27¢. Braziers' soft copper, 10-24 fl., 26¢; 27½¢.

DRILLS.

Bit Stock, 60 per cent.; Blacksmith, ½ in., round shank, 55 p.c.

ENAMELWARE.

Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60%.

FERRULES AND RINGS.

30 per cent. off.

FILES.

American, 70 and 12½%. Nicholson's, 65%.

FIXTURES.

Stall hollow bar, No. 3, \$1.

GALVANIZED WARE.

37½ per cent.

GASOLINE.

Painters' naphtha, bbls., 21c per gal.; \$3.45 per case.

GLASS, WINDOW.

	Single	Double
Up to 25 in.....	5 25	7 00
26 to 40	5 75	7 75
41 to 50	6 25	8 75
51 to 60	6 75	9 75
61 to 70	7 25	10 75
71 to 80	7 75	11 75

GLASS (Plate).

35% off f.o.b. Regina, Winnipeg, Calgary, and Edmonton.

GRINDSTONES.

Per 100 lbs., \$1.75.
Mounted on steel frames, \$4.50.

HINGES.

Light T and strap, 60%.
Corrugated strap, in bulk, 4, 5, 6, 8, 10 and 12, 50¢, \$1.08, \$1.40, \$2.25, \$3.40, and \$5.20.

Corrugated strap, 4, 5, 6, 8, 10, and 12, 80¢, \$1.08, \$1.40, \$2.25, \$3.40 and \$5.20.

HORSESHOES.

Iron, No. 0 to 1, \$4.90; No. 2 and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel, No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$6.50.

JACKSCREWS.

60 per cent. off list.

KNOBS.

Door, 307, \$1.20.

IRON BAND.

1½ in., \$2.85; 1¼, \$2.85; 1 in., \$2.90.

IRON, GALVANIZED.

	Apollo and "Fleur de Lis." Head.
10% oz. or 28 Eng.	4 75 5 10
28 Am. or 26 Eng.	4 50 4 85
26 Am. or 26 spec'l	4 25 4 60
24 Am. and Eng.	4 10 4 45
22 Am. and Eng.	4 10 4 45
18 & 20 Am. & Eng.	4 00 4 30
16 Am. and Eng.	3 85 4 15

IRONS, SAD.

Common Sad Irons, 8 lbs. and 6c per lb.; 4 lbs., 7½¢ per lb.
Mrs. Pott's No. 55, set..... 0 95
Mrs. Pott's No. 50, set..... 1 00
Asbestos Sad Irons.
No. 100, set 1 80
No. 70, set 1 65
Mrs. Pott's common sad iron handles, 85¢ a dozen. Mrs. Pott's improved, \$1.05 a dozen.

LANTERNS.

No. 2, plain 7 25
No. 20, X-ray 11 00
No. 22, Dash-board 9 75
Trulite short globe, doz..... 7 25

LEAD PIPE.

7.50 coll; less coll, \$8 cwt.

LEAD WASTE.

\$8 to \$8.50 per cwt.

LINSEED OIL.

Raw, per gal., 66¢; boiled, per gal., 69¢.

These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

LOCKS.

Peterboro and fittings, 45%.

MATTOCKS.

Pick, \$5.75; cutter, \$5.75.

NAILS.

Wire, f.o.b. Fort William, \$2.40 base; Winnipeg, \$2.80 base. Cut, f.o.b. Winnipeg, \$3.35.

NAILS, HORSE.

Capewell, 10 and 5 off list.

NETTING.

Poultry, 50%.

NUTS.

Square and hex., small lots, f.o.b. \$2 off; case, \$2.75 off.

OIL CANS.

	Tin	Gal.
½ gal., dome top....	\$2 10	\$3 04
1 gal., dome top.....	2 55	3 42
2 gal., dome top.....	3 97	4 55
3 gal., dome top.....	5 10	7 35
5 gal., dome top.....	6 34	8 25

OILS.

Silver Star oil, 18½¢ gal.; Royalite oil, 16¢ gal.; Palacine oil, 18½¢ gal.; Capital Cylinder, 56¢ gal.; Standard gas engine oil, 41¢; Polarine oil, 60¢ gal.; Prairie Harvester oil, 30½¢ gal.

DRY COLORS.

Yellow ochre, in bbl. lots, 2½¢; less than barrel lots, 3¢; golden ochre, barrels, 3½¢; less than barrels, 4½¢; Venetian red, barrel, \$2; less than barrels, \$3; American vermilion, 12¢; English vermilion, \$1 per lb.; Canadian metallic oxides, barrel lots, 3½¢; English purple oxide, in casks, 3½¢; less quantities, 4c per lb. Red lead, kegs, \$8.50. 9c lb. for less.

PARIS GREEN.

1 lb. pkgs., 21½¢. small lots and cases.

PICKS.

Clay, 6-7, \$4.50 per dozen.

PIPE, IRON.

¼ inch, \$3.50; ½ inch, \$3.60; ¾ inch, \$4.20; 1 inch, \$5; 1½ inch, \$7.35; 2 inch, \$9.90; 2½ inch, \$12; 3 inch, \$16; 3½ inch, \$25.60; 4 inch, \$33.45.

IRON PIPE.

Black, ¼ inch, \$2.50; ½ inch, \$2.60; ¾ inch, \$3.20; 1 inch, \$3.75; 1½ inch, \$5.50; 2 inch, \$7.45; 2½ inch, \$8.90; 3 inch, \$12; 3½ inch, \$19.25; 4 inch, \$25.15; 4½ inch, \$30.25; 5 inch, \$35.80; 6 inch, \$42.35; 6½ inch, \$49.75; 8 inch, \$64.40.

PLASTER.

Paris, per bbl., \$3.25.

PLATES, CANADA.

Half polish, 6-7 inch, \$3.65; 8 inch, \$3.90; full polish, 6-7 inch, \$4.65; 8 inch, \$4.90. Black sheets—28 gauge, \$3.60; 26, \$3.45; 24 \$3.35; 22, \$3.35; 18-20, \$3.35; 14-16, \$3.10; 10-12, \$3.15.

PLOW SHARES.....10c per lb.**POINTS.**

Landslide plow, 1½ x 14 in., \$1.75 per dozen.

PUTTY.

Casks, \$2.50 per 100 lbs., gross weight; bladders, in barrels, \$3.16; bladders, 100 lb. cases, \$3.40.

RASPS.

Heler's 70 and 5 per cent.; Heler's horse tooth rasps, 60-10 per cent.

RIVETS AND BURS.

Iron rivets, 55 per cent.; copper, No. 8, 32¢; 10, 35¢; 12, 37¢; copper burs, No. 8, 44¢; 10, 47¢; 12, 51¢; copper rivets and burs, No. 8, 36¢; 10, 38¢; coppered, No. 8, 17¢; 10, 18¢.

ROPE.

Sisal, 10½¢ base; pure Manila, 15½¢ base; British Manila, 12¢ base; lath yarn, 9½¢ base.

SAWS, BUCK.

Happy Medium and Watch Spring, \$4.25; Lance Tooth or Lightning blades, \$6.50; New Century, \$6.50; Maple Leaf, \$5.25; Prince Rupert, \$8.00.

SCALES.

Standard scale, 25 per cent. off; Union scale, 45 per cent. off. Both quotations f.o.b. Winnipeg.

SCREWS.

Bright iron round head, 80, 10 and 5 per cent.; flat head, 85, 10 and 5 per cent.; round head, brass, 70, 10 and 5 per cent.; flat head, brass, 75, 10, 5 per cent.; coach, 60 per cent.

SCYTHES.

Brush, \$8.25.
Grass, \$7.25 to \$8.50.

SHOT.

Soft, \$9.25 per 100 lbs.; chilled, \$9.45; buckshot, \$10.05; ball, \$10.45.

SHEET ZINC.

Cask lots, 10½¢; small lots, 10½¢.

SHOVELS AND SPADES.

Jones polished, \$8.10 per doz.; Fox & Olds, \$7.10 per doz.; Scoops, D-handled, "Black Cat," No. 3, \$7.70; No. 4, \$8.20; No. 5, \$8.50; No. 6, \$8.75; No. 8, \$9.25; No. 10, \$9.80.

SNATHS, SCYTHE.

Grass, No. 2, \$7.25; brush, No. 1, \$8.25.

SOLDER.

per pound, 25 to 26 cents.

SPIKES.

Pressed, ¼ in., \$4.50; 5-16, \$4.15; ¾, \$3.90; 7-16, \$3.80; ½, \$3.75; ¾, \$3.75.

STAPLES.

Bright wire per cwt., \$2.55 at Fort William, \$2.95 Winnipeg; galvanized staples, \$3.25 Winnipeg.

STEEL.

Sleighshoe, \$2.85 base per cwt.; plow, common, \$4.50; crucible plow, \$5.50; angle, \$3.25; harrow, \$3.25 base; cast, octagon tool steel, 8½¢ base; square tool steel 9½¢ base; spring, \$3.40; machine, \$3.75 base; tire, \$3.00.

STEEL SQUARES.

40 per cent. off new list.

STOVE PIPE. Rivet. Paten'd

6 in., per 100 ft.... 9 00 9 05
7 in., per 100 ft.... 9 50 9 75

STOVE PIPE ELBOWS.

6 inch, per doz. 1 42
7 inch, per doz. 1 59
8 inch, per doz. 2 37

TACKS.

Carpet, 75-10 per cent. off list.

TIES.

Cow, 35 per cent.

TIN AND TIN PLATE.

Block tin, 58¢ per lb.

	Per Box
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates	9 75

TOOLS, HARVEST.

Ordinary, 50 per cent.

TURPENTINE.

Per gal., barrel lots, 75c.

VARNISHES.

	Per gal. cans
Carriage No. 1	1 75
Elastic Oak	1 90
Furniture No. 1	1 00
Gold size Japan	2 25
Turps, brown Japan	1 00
Crystal Damar	2 50
Oilcloth	2 25
Granitine floor finish	2 25
Pure white shellac varnish	2 20
Pure orange shellac varnish	2 00
Lumette	2 00
Best wearing body	5 00
Best gearing varnish	4 00
Extra light hard oil	1 90

WASHERS.

Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHIFFLETREE CLIPS AND RINGS, NECK YOKE CENTRES.

42½ per cent. off the list.

WHITE LEAD.

Decorators' pure white lead, \$9.40 per cwt.

WIRE, BARB.

Per Spool of 80 Rods f.o.b. Lyman 4-point, Fort William, \$1.90; Winnipeg, \$2.25; Glidden 2-point, Fort William, \$1.77; Winnipeg, \$2.10; Baker 2-point, Fort William, \$1.75; Winnipeg, \$2.07; Waukegan, Fort William, \$1.75; Winnipeg, \$2.07; Alberta 2-point, Fort William, \$1.70; Winnipeg, \$1.98; American special 2-point, Fort William, \$1.40; Winnipeg, \$1.65; plain twist, per 100 lbs., Fort William, \$2.75; Winnipeg, \$3.15; coil spring, No. 9, per 100 lbs., Fort William, \$2.15; Winnipeg, \$2.55; No. 12, Fort William, \$2.25; Winnipeg, \$2.65; plain galvanized wire, No. 9, Fort William, \$2.10; Winnipeg, \$2.50; No. 12, Fort William, \$2.20; Winnipeg, \$2.60.

WIRE CLOTH.

Patented screen, in 100 ft. rolls, \$1.60 per hundred sq. feet; in 50 ft. rolls, \$1.70 per 100 sq. feet.

WIRE, PLAIN.

\$2.90 base.
Bale ties, 14 gauge, single loop, \$3.65 Winnipeg, \$3.25 Fort William.

WIRE (STOVEPIPE).

18 and 19 gauge, 5¼¢ per lb.



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MAKES IT!

The fact that "SILKSTONE" Flat Wall Colors are made by *Stephens'* is sufficient guarantee that they are profitable to dealer and consumer alike and that they will give perfect satisfaction to painters and householders.

You will profit by writing for Agency proposition. Do it now while you are thinking about it.

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In all parts of the country hundreds of energetic men are representing our publications, supplementing limited home incomes, or, in other cases, making this work their only vocation. Some of them earn more than managers of leading concerns.

The work is enjoyable, keeping you out of doors and in touch with the activities of the community. You will not be a canvasser, for as a representative of MacLean's or Farmer's Magazine you will be received as one of the successful, capable men of the community. Consequently your success is assured from the very start.

On each order, new or renewal, you will receive a definite commission, so that your salary will be gauged entirely by your efforts. No previous business experience is necessary. We coach you and co-operate with you at all times. If you will write us to-day, we will gladly tell you further about the work.

Do not delay Writing

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No. 1 Fire Pot

Worth Considering

The No. 1 World-famed C. & L. Fire Pot is characterized by fine material, better construction and more practical points of general utility than are found in other makes. Its use is dictated by the principles of economy, because it consumes but about half the gasoline others require and lacks nothing in heat efficiency. The No. 1 is always ready for business and expedites your work through its convenience and adaptability in handling and operation. Jobbers will supply at factory price. Send for catalog—it's free.

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Detroit, Mich., U.S.A.

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of every description
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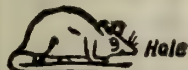
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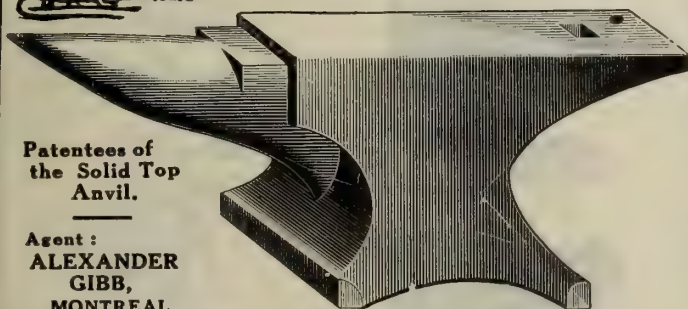
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Mousehole Forge

Sheffield

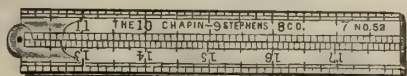
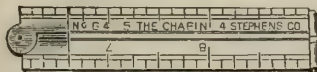
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UNION FACTORY

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SMITH HARDWARE CO., LTD., Agents, MONTREAL, CANADA



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represent standardised precision. We produce every type of Steel Rule, marked with perfect accuracy, by improved methods of engine dividing. This is why the world acknowledges

"THE RABONE RULE IS THE FINEST TOOL"

Nothing but the best quality steel—well hardened and spring tempered—is used in our works. Our special method of marking 64ths at each 8th ensures

No counting back—every 64th and 100th can be read at a glance.

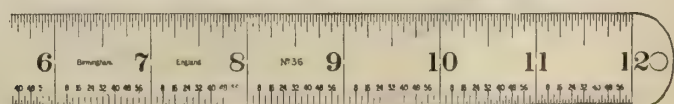
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AT the request of many of our readers and in order to assist Canadian hardwaremen in such a manner as to make it easy for them to use illustrations of staple hardware lines in their newspaper, circular or catalogue advertising. Hardware and Metal's editorial department has instituted a new service, viz., the supplying of electros of staple hardware lines at a reasonable price. Many merchants claim that the electros they have on hand are of such large proportions and occupy such large space that their use is almost prohibitive on account of the cost of newspaper space. By using small electros of seasonable goods the merchants will be able to feature several lines in one advertisement at a very reasonable cost. Hardware and Metal will from time to time publish seasonable advertising suggestions in which electros here shown will be used. In ordering electros be sure and order by numbers. Price of electros shown on this page is 15c each. Cash with order. Address all orders to Hardware and Metal, 143-153 University Ave., Toronto, Ont. Series No. 1.



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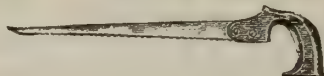
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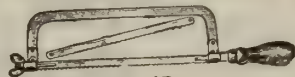
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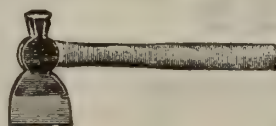
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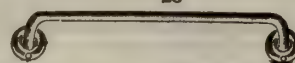
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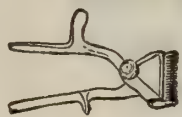
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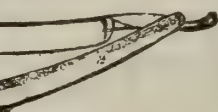
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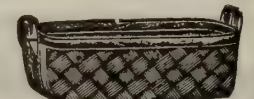
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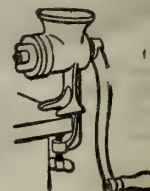
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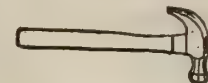
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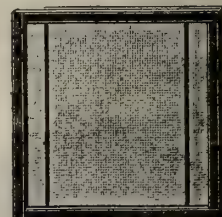
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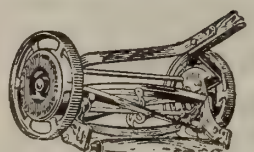
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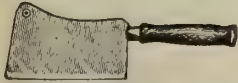
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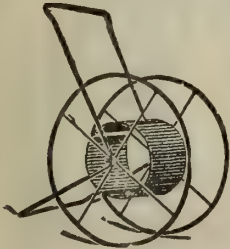
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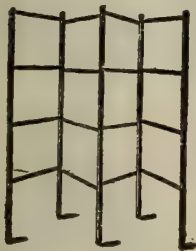
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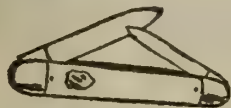
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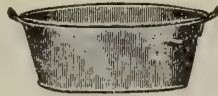
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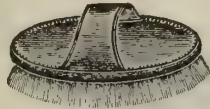
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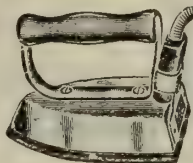
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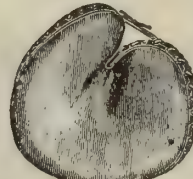
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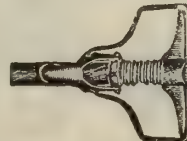
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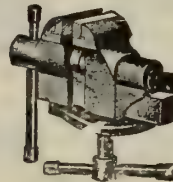
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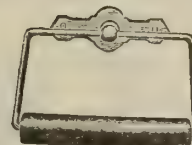
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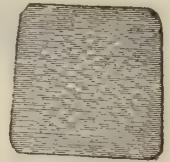
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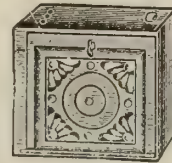
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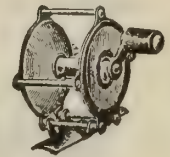
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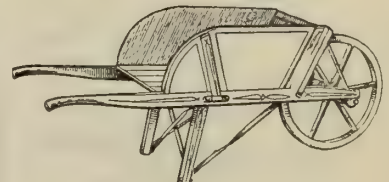
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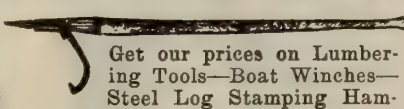


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COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

BEAR BRAND LAMP BLACKS
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All jobbers in Canada have them in stock. Insist on getting "Walkers." Our 1914 catalogue should be in every hardware store. Write us for it.
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FIRE BRICK & FIRE CLAY
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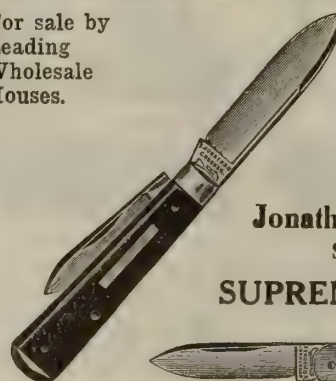
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ELECTROLYTIC NICKEL

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JOHN OAKEY & SONS, Limited
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is the best line of bar iron
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ture, toughness, and easy
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the price is as low as we can
make it without sacrificing
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Reliable
QUALITY

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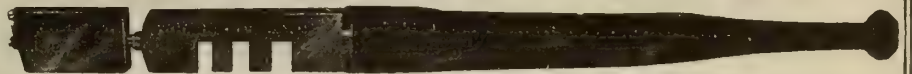
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All numbers of gauze from 60 to 120 mesh.
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Chisels.

Buck Bros., Milbury, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., New York.
Stanley Rule & Level Co., N. Britain.

Churns.

Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowsell, Ltd., Hamilton.
Maxwell, David, & Sons, St. Mary's.
American Shearer Mfg. Co., Nashua, N. H.
Chicago Flexible Shaft Co., Chicago.

Clocks.

The Western Clock Co., La Salle, Ill.

Clothes Pins.

Wm. Cane & Sons Co., Newmarket, Ont.
Meakins & Sons, Hamilton.

Clothes Driers.

Cummer-Dowsell, Ltd., Hamilton.

Clothes Line.

Hamilton Cotton Co., Hamilton, Ont.

Clothes Wringers.

Cummer-Dowsell, Ltd., Hamilton, Ont.
J. H. Connor & Son, Ottawa.
Maxwell, David, & Sons, St. Mary's.
American Wringer Co., New York City.

Coffee Percolators.

Landers, Frary & Clark, New Britain.
National Electric Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Colors, Dry.

Allan Munro Color Co., Montreal.
A. Ramsay & Son Co., Montreal.
Canada Paint Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Cold Rolled Strip Steel.

The Stanley Works, New Britain, Conn.

Conductor Pipe.

Sheet Metal Products Co., Toronto.
E. T. Wright Co., Ltd., Hamilton.
Wheeler & Bain, Toronto.

Cord, Wire Picture.

The Andrew B. Hendryx Co., New Haven, Conn.

Cordage.

Hamilton Cotton Co., Hamilton.
Consumers Cordage Co., Ltd.
Scythes & Co., Toronto.

Cornices, Metal.

Metallic Roofing Co., Toronto.

Corrugated Fasteners.

The Stanley Works, New Britain.

Cotton Duck.

Scythes & Co., Toronto.

Cotton Wipers.

Scythes & Co., Toronto.

Cow Ties.

Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.
Oneida Community, Limited, Niagara Falls.

Crowbars.

B. J. Coghlin, Montreal.

Cultivators, Hand.

C. S. Norcross & Sons, Bushnell, Ill.

Cuspidors.

Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

Cutlery, Razors, Scissors, etc.

Caverhill, Learmont & Co., Montreal.
Crooks, Jonathan, & Son.
Henderson & Richardson, Montreal.
Howland, H. S., Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal.
Thos. Mortimer, Toronto.
McGlashan, Clarke Co., Ltd., Niagara Falls.
Miller, Morse Hdw. Co., Winnipeg.
Alfred Williams, Sheffield, Eng.

Dies.

Pratt & Whitney Co., Dundas, Ont.

Door Bolts.

The Stanley Works, New Britain, Conn.
Taylor Forbes Co., Guelph, Ont.

Door Checks.

Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
Wm. Newman & Sons, Birmingham, England.

Doors, Screen.

Sanderson, Harold Co., Paris.

Door Hangers.

Canada Steel Goods Co., Hamilton.
Myers, F. E., & Bro., Ashland, O.
The Stanley Works, New Britain.
Richard Wilcox Canadian Co., London, Ont.
Taylor Forbes Co., Guelph, Ont.

Drills.

Pratt & Whitney Co., Dundas, Ont.

Drawer Pulls.

P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Conn.
Taylor Forbes Co., Guelph, Ont.

Drills, Brick and Stone.

Whitman & Barnes Mfg. Co., St. Catharines.
Wilt Twist Drill Co., Walkerville.

Dry Batteries.

The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Door Mats.

Kuhne-Anderson Co., Port Hope, Ont.

Dustless Dusters.

Channell Chemical Co., Toronto.

Dustless Mops.

Channell Chemical Co., Toronto.

Eavetroughs.

Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co., Toronto.
E. T. Wright Co., Ltd., Hamilton.
Wheeler & Bain, Toronto.

Elbows.

E. T. Wright Co., Hamilton.

Electrical Heating Specialties.

Landers, Frary & Clark, New Britain.
National Electric Mfg. Co., Toronto.
Renfrew Electric Co., Renfrew.
Flexible Conduit Co., Guelph, Ont.

Emery or Corundum Wheels.

The Carborundum Co., Niagara Falls, N.Y.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.

Electric Fixtures.

The Barton-Netting Co., Ltd., Windsor.

Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.

Electric Irons.

Chicago Flexible Shaft Co., Chicago.
Flexible Conduit Co., Guelph, Ont.
Renfrew Electric Mfg. Co., Renfrew.
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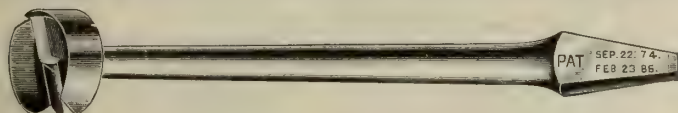
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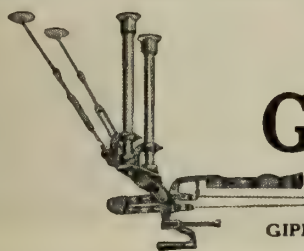
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bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for Machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.



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ARE EASY TO INTRODUCE, because they cost but little more than the ordinary hoe, and THEREAFTER MAKE BIG DEMAND, because users tell their neighbors how they can accom-



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With a choice of three sizes at varying prices—including the HIGHEST QUALITY THAT GOOD MATERIAL, WORKMANSHIP AND SPECIALIZING CAN PRODUCE, you can satisfy every possible requirement of a customer.

We do not make wheel plows. Illustration shows how 5-prong tool will attach, by means of our UNIVERSAL CONNECTION furnished extra at small cost. Ask us for literature and name of your nearest jobber who handles the "Norcross" Garden Tools.

C. S. Norcross & Sons
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BUSHNELL, ILL.



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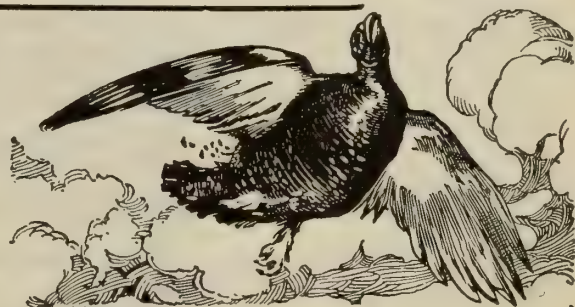
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Be sure to specify them when placing your next order for ammunition.

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The Fastest Powder ever Put into Shells

Drop into your pockets a supply of shells loaded with Ballistite next time you go shooting—and bring home more birds. Expert shots the world over have acclaimed

BALLISTITE
DENSE
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"THE FASTEST EVER PUT INTO SHELLS."

It is uniform under all conditions, possesses high velocity, yet light recoil. Positively will not deteriorate.

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In demand with all who prefer an easy load.

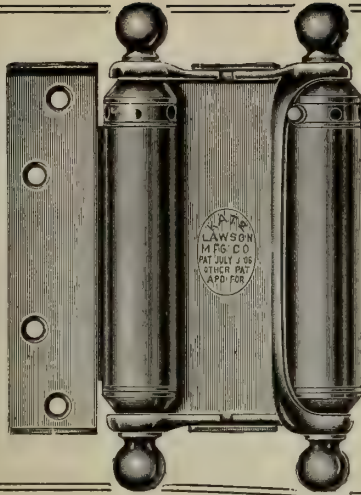
These famous powders can be had in any shell loaded in Canada.



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- Emery Wheels.**
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Jno. Oakley & Sons, Ltd., London, Eng.
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Martin-Senour Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.
- Enameled Ware.**
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Thos. Davidson Mfg. Co., Montreal.
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The Parmenter & Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton.
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The Steel Co. of Canada, Ltd., Hamilton.
Banwell-Hoxie Wire Fence Co., Hamilton.
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A. Ramsay & Son Co., Montreal.
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Iver-Johnson's Arms & Cycle Works, Fitchburg, Mass.
Remington Arms U.M.C. Co., Windsor, Ont.
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Elk Fire Brick Co. of Canada, Ltd., Hamilton.
- Fire Clay.**
Elk Fire Brick Co. of Canada, Ltd., Hamilton.
- Fire Pots.**
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Northern Electric Co., Montreal.
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Richard Wilcox Can. Co., London.
Taylor Forbes Co., Guelph, Ont.
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- Fishing Tackle.**
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J. Maxwell & Sons, St. Mary's.
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The Steel Co. of Canada, Ltd., Hamilton.
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Henderson & Richardson, Montreal.
John Lyasht, Ltd., Bristol, Newport and Montreal.
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- Galvanized Ware.**
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McClary's, London, Ont.
Sheet Metal Products Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
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Dominion Iron and Steel Co., Ltd., Sydney.
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McClary Mfg. Co., London.
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- Garden Tools.**
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- Gas Fixtures.**
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Maxim Silencer Co., Hartford, Conn.
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Pitner Gasoline Lighting Co., Toronto.
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G. F. Stephens & Co., Winnipeg.
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- Grindstones.**
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Remington Arms-U.M.C. Co., Windsor.
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Henderson & Richardson, Montreal.
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Nova Scotia Steel & Coal Co., New Glasgow, N.S.
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- Oil Stoves.**
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Queen City Oil Co., Toronto.
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Sheet Metal Products Co., Toronto.
Wayne Oil Tank & Pump Co., Woodstock, Ont.
- Ornamental Iron and Wire.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.



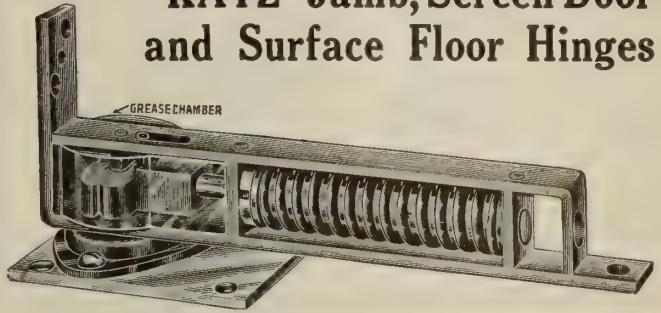
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"KATZ" Jamb, Screen Door and Surface Floor Hinges



"HENDRYX"

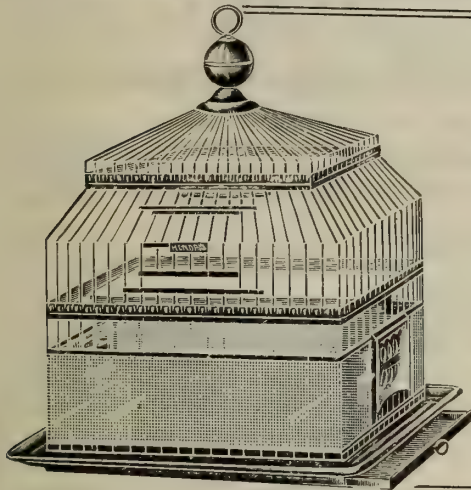
a word for quality.

**Latest Fancy Canary Cage No. 25
ALL BRASS**

Body $8\frac{1}{2}$ x $10\frac{1}{2}$ inches. Height 15 inches. Wire cloth guard surrounds lower part of body. Rolled-edge base with removable drawer. New style covered seed and water cups.

Watch and see how soon this will be copied.

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"KAY'S" EXCELSIOR RED HONE CURLING STONES



These stones serve to the greatest satisfaction, and have been used exclusively by the best curlers since the game has been played in Western Canada. They are the favorites to-day, being especially designed for use on the keenest of ice.

No working down or a season's playing required to put these stones in shape. They will play perfectly from the start. Ask old curlers about them and be convinced that we are right.

THOMAS BLACK

76-82 LOMBARD STREET

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Will become a staple
line like nails

Just as you wouldn't think of not handling nails, screws, tacks, etc., now, you won't think of doing away with our simple SCREW HOLES after you have tested their selling qualities.

They make big demand everywhere, because they are a practical necessity that really pay for themselves in time and trouble saved.

Write for **FREE MOUNTED SAMPLE.**

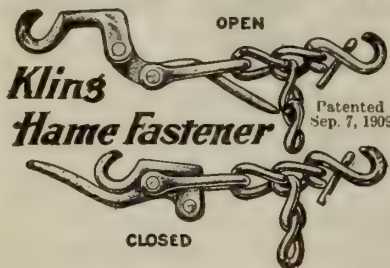
Screw Holes can be used in anything that will contain a hole, wood, metals, cement, etc.

Stine Screw Holes Company
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 G. F. Stephens & Co., Winnipeg.
 Winnipeg Paint & Glass Co., Winnipeg.
- Stains, Wood.**
 Berry Bros., Walkerville.
 G. F. Stephens & Co., Winnipeg.
 A. Ramsay & Son Co., Montreal.
 Winnipeg Paint & Glass Co., Winnipeg.
- Staples.**
 B. Greening Wire Co., Ltd., Hamilton.
 The Stanley Works, New Britain.
 Steel Co. of Canada, Ltd., Hamilton.
- Steel, Cold Rolled Strip.**
 The Stanley Works, New Britain, Conn.
- Steel Wire Hoops.**
 Dominion Iron and Steel Co., Ltd., Sydney.
 Steel Co. of Canada, Ltd., Hamilton.
- Stencils.**
 Hamilton Stamp & Stencil Co., Hamilton, Ont.
 McClary's, London, Ont.
 The Steel Metal Products Co. of Canada, Ltd., Toronto.
 E. T. Wright Co., Ltd., Hamilton.
- Store Ladders.**
 F. E. Myers & Bro., Ashland, Ohio.
- Stocks and Dies.**
 Butterfield & Co., Rock Island, Que.
- Stoves, Furnaces.**
 Burrow, Stewart & Milne Co., Hamilton.
 Gurney Foundry Co., Toronto.
 Findlay Bros., Carleton Place.
 Thos. Davidson Mfg. Co., Montreal.
 Kir-Ben, Ltd., Almonte.
 McClary's, London, Ont.
- Stoves, Gas.**
 Burrow, Stewart & Milne Co., Hamilton.
 Gurney Foundry Co., Toronto.
 McClary Mfg. Co., London, Ont.
- Taps.**
 Butterfield & Co., Rock Island, Que.
 Pratt & Whitney Co., Dundas, Ont.
- Tacks.**
 Steel Co. of Canada, Ltd., Hamilton.
- Tapes.**
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 Lufkin Rule Co., Windsor, Ont.
 J. Rabone & Sons, Birmingham, Eng.
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 Scythes & Co., Toronto.
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- Tin Plate.**
 A. C. Leslie & Co., Montreal.
 B. & S. H. Thompson & Co., Montreal.
- Tinware.**
 Hoods, Ltd., Birmingham, Eng.
- Tools.**
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 The Chapin Stephens Co., Pine Meadow, Conn.
 The Goodell-Pratt Co., Greenfield, Mass.
 Millers Falls Co., New York.
 Smith & Hemenway Co., New York.
 Robt. Sorby & Sons, Sheffield.
 Stanley Rule & Level Co., New Britain.
- Tools, Metal Workers'.**
 Brown-Boggs Co., Hamilton.
- Tool Grinders.**
 Richards-Wilcox Canadian Co., London, Ont.
- Torches.**
 Clayton & Lambert Mfg. Co., Detroit.
- Tool Handles and Lumbering Tools.**
 J. H. Still Mfg. Co., St. Thomas.
- Vacuum Cleaners.**
 Northern Electric Co., Montreal.
 Onward Mfg. Co., Berlin, Ont.
- Varnishes; See Paints.**
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 Pratt & Lambert, Bridgeburg.
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 G. F. Stephens & Co., Winnipeg.
 Winnipeg Paint & Glass Co., Winnipeg.
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- Wall Plaster.**
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 B. Greening Wire Co., Ltd., Hamilton.
- Wire Guards.**
 B. Greening Wire Co., Ltd., Hamilton.
- Wire Door Guards.**
 B. Greening Wire Co., Ltd., Hamilton.
- Wire, Iron, Steel, Brass and Copper.**
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 Laidlaw Bale Tie Co., Hamilton, Ont.
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 Northern Bolt & Screw Co., Owen Sound, Ont.
 Northern Electric Co., Montreal.
- Wire Mats.**
 Andrews Wire Works of Canada, Ltd., Watford, Ont.
 Canada Wire & Iron Goods Mfg. Co., Hamilton.
 B. Greening Wire Co., Ltd., Hamilton.
 Kuhne-Anderton Co., Port Hope, Ont.
- Wire Goods, Bright.**
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- Wire Goods.**
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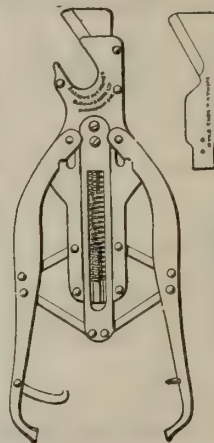
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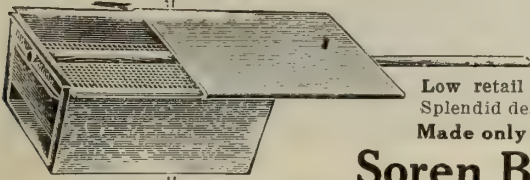
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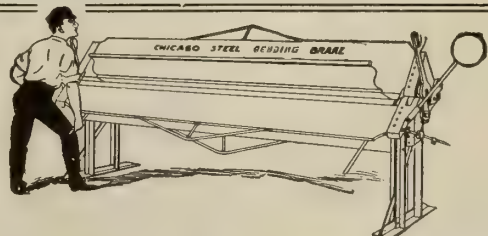
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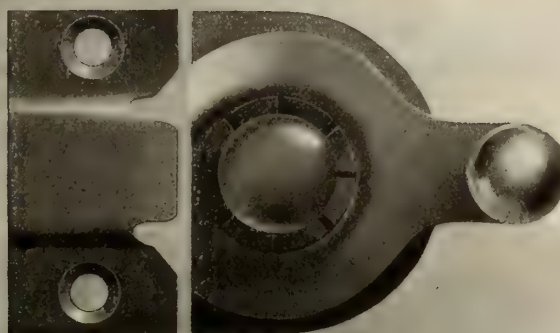
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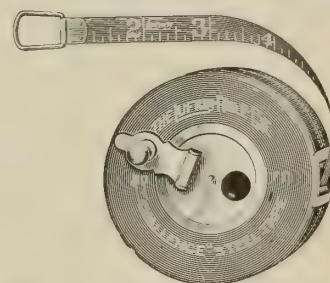
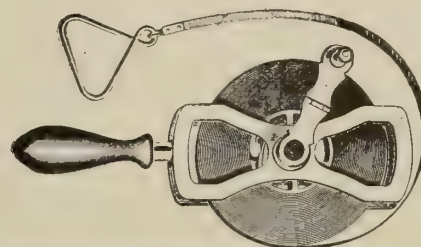
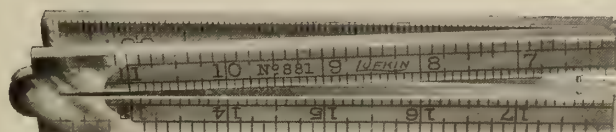
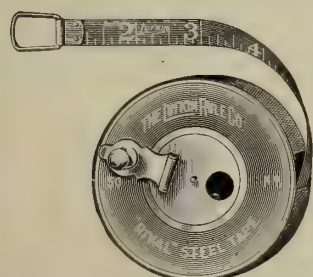
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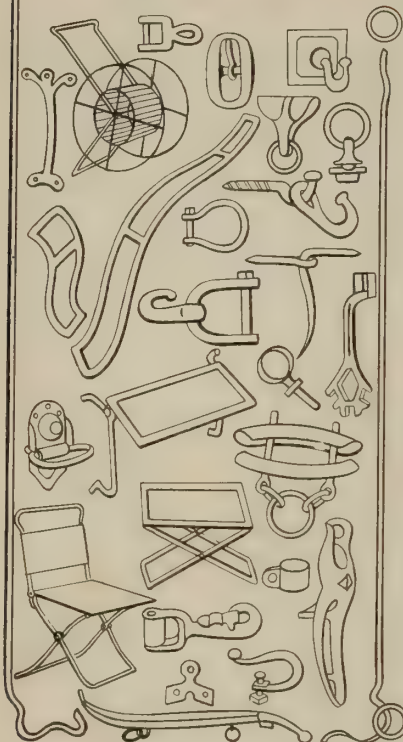
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Boat Trimmings
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Camp Stools
Kettle Ears
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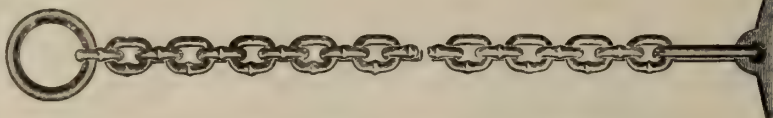
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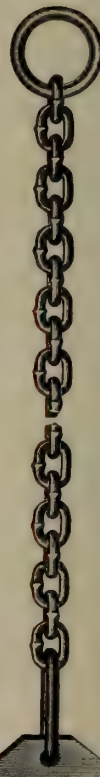


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HARDWARE AND METAL

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Published Every Saturday

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December 5, 1914

Kyanize

KY-AN-IZE



Kyanize your home

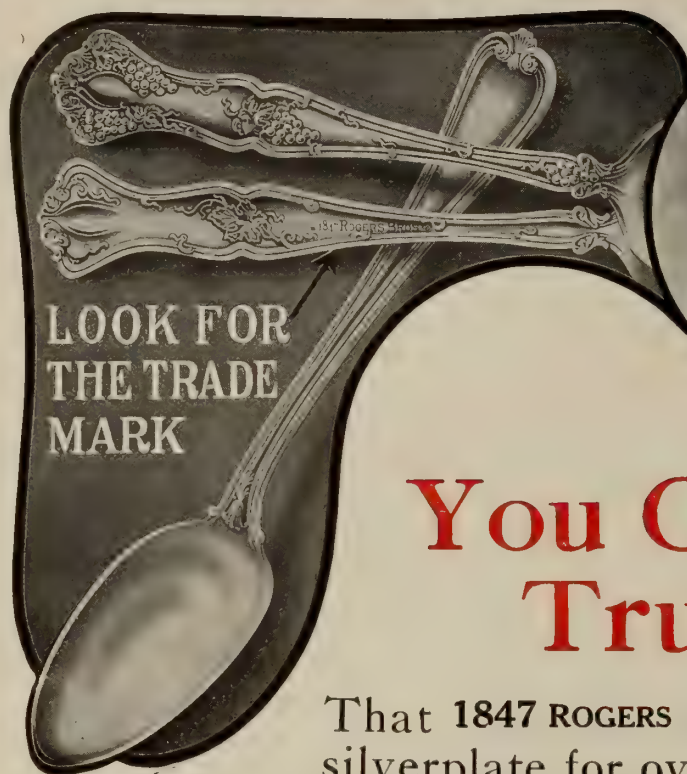
The Kyanize Exclusive Agency Means More Than Promises.
We Do More for the Hardware Dealer than Any Other Concern.

**OUR NEW TEN-MOVE SELLING PLAN
TELLS YOU HOW TO GET THE BUSINESS**

Boston Varnish Co., EVERETT STATION, **Boston, U. S. A.**


CANADIAN
DISTRIBUTORS

J. H. ASHDOWN HARDWARE CO., LIMITED, CALGARY, WINNIPEG, SASKATOON.
STURGEONS LIMITED, 91 CHURCH ST., TORONTO.



**What
You Can
Tell Your
Customer**

You Can Truthfully State

That **1847 ROGERS BROS.**  has been the standard silverplate for over sixty-five years:

That no higher quality can be obtained than

1847 ROGERS BROS.




"Silver Plate that Wears"

That it is **MADE** by **CANADIANS** in **CANADA**, and is equal to the best the world produces.

The preference of 75 per cent. of Canada's buyers.

No better time than the present to advertise by means of Window Displays, and in the papers.

Remember there are other "Rogers," and other makers of silverware, but there is **ONLY ONE 1847 ROGERS BROS.**  —the **GENUINE**.

MERIDEN BRITANNIA COMPANY, Limited

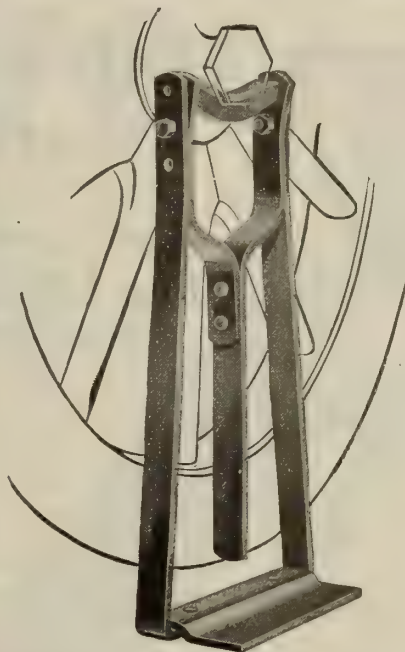
HAMILTON, CANADA

IT WILL PAY YOU
TO SELL
"P. & W. Co."
SMALL TOOLS
PRECISION
DELIVERY
QUALITY
GUARANTEED

IF YOUR JOBBER CAN'T SUPPLY YOU
WRITE US DIRECT

PRATT & WHITNEY COMPANY
OF CANADA LIMITED
DUNDAS - ONTARIO
MONTREAL—WINNIPEG—VANCOUVER

R-W No. 501 TIRE SAVER



Adjustable
for cars of
all sizes.
All steel,
can't crack.
Car is lifted
or lowered
in twenty
seconds.
**EVERY
CAR
OWNER
NEEDS A
SET
NOW**
Retails at
\$4.00 per
set.

If there are a hundred autos in your town you
can sell fifty sets in a week. Better order a
set by express at once and get busy.

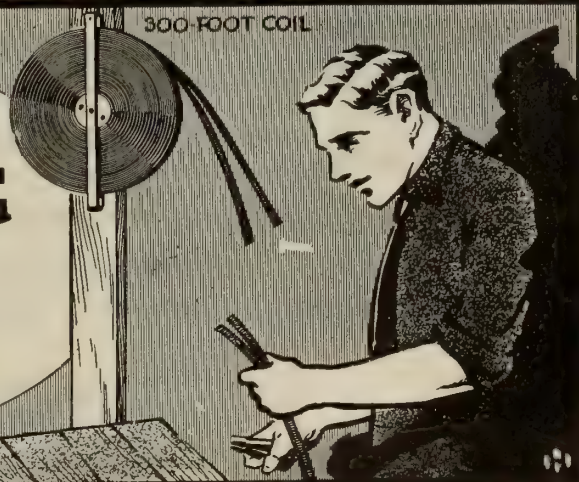
Richards-Wilcox CANADIAN
COMPANY, Ltd.
LONDON, ONT.

Order STANLEY No. 3000
"TWINROLD" SELF-TIGHTENING
BOX STRAPPING

It is coiled double.
It is self-tightening.
Nails can't slip in driving.

THE STANLEY WORKS

NEW BRITAIN, CONN.
Canadian Representatives:
A. MacFarlane & Co., Coristine Bldg., Montreal.
See Page 87



We have the finest machinery and every facility for pro-
ducing best quality

WIRE NAILS AND STAPLES

These nails have perfect heads and points and we have
taken special care in the drawing to obtain a regular gauge.
Every keg is guaranteed to be full weight.

We also recommend our WIRE BALE TIES, and O and
A WIRE as the best on the market.

Write at once for prices and full particulars.

THE LAIDLAW BALE-TIE CO., LIMITED, HAMILTON
GEO. W. LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN Winnipeg, Man.





UNIVERSAL
Coffee Urn No.
E9166.
\$15.00 to \$18.50

UNIVERSAL Home Needs-- Electric -- as Christmas Gifts

The UNIVERSAL Christmas Gift

The Christmas Season offers a wonderful opportunity for selling UNIVERSAL Home Needs—Electric. Besides their beauty and general utility there's a certain novelty about an electrical gift which adds greatly to its attractiveness. A UNIVERSAL Electrical Gift makes the Merry Christmas last all through the year.



UNIVERSAL
Combination Elec-
tric Chafing Dish
and Disc Stove No.
E 9810.
\$10.00 to \$15.50.

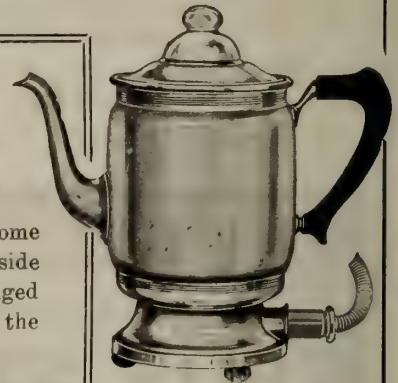
UNIVERSAL



UNIVERSAL
Electric Ball Tea
Pot. No. E904.
\$7.25 to \$9.25.

The UNIVERSAL Method of Heat Distribution

is a distinctive selling feature, in all UNIVERSAL Home Needs—Electric. It conducts the heat from the lower side of the unit directly to the utensil by means of a flanged plate, thus eliminating all waste current and reducing the cost of operation to a minimum.

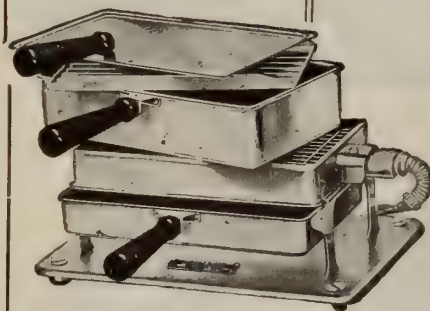


UNIVERSAL
Electric Coffee Per-
colator. No. E9637.
\$7.50 to \$8.75.

UNIVERSAL

The UNIVERSAL Fusible Plug Safety Device

On all UNIVERSAL Home Needs—Electric designed to contain a liquid. It eliminates any possibility of fire, burned out heating units or ruined appliances as a result of carelessness in leaving the device connected after the water becomes exhausted. The UNIVERSAL is the only safety device, in heating appliances, placed "in circuit." It is an exclusive feature with us.



UNIVERSAL
Electric Grill
No. E981, \$5.00.



UNIVERSAL
Electric Toaster.
No. E941
\$4.00 and \$5.00

For prices, etc., write to your Jobber or direct to us.

LANDERS, FRARY & CLARK
New Britain, Conn.

THE NAME **DISSTON**

On Saws, Files, Levels or Other Tools,
IS A CASH ASSET

TO
Hardware Merchants

It's an assurance that High Merchandise Standards are maintained in the store.

The Dealer who fails to take advantage of this **DISSTON** reputation, lets a trade-winning, money-making opportunity slip by.



WE ARE
 Headquarters
 for
Disston Goods
 WRITE US FOR PRICES

Disston Files

ARE MADE

of the Highest Grade Crucible Steel,
 Thoroughly Hardened and Carefully Milled,

AND ARE USED

to Sharpen every Disston Saw made and for every purpose to which a File is put in an Extensive Manufacturing Plant, turning out the enormous quantities of goods made

by Henry Disston & Sons

Put Disston Saws, Files and Tools in your Windows and Show Cases—Profit by their Reputation and Good Name.

It's the Modern Method—It's Good Business

LEWIS BROS., LIMITED, MONTREAL

OTTAWA

TORONTO

VANCOUVER



*It's easy to
sell goods
when you
know the quality and
trust the maker.*

Now's The Time

Your trade knows that Pexto Pliers are not surpassed by any make—foreign or domestic—in completeness, variety and superior service qualities. Made at home and all to the good.



The Peck, Stow & Wilcox Company

MFRS. Mechanics' Hand Tools, Tinsmiths' & Sheet Metal Workers' Tools & Machines, Builders' & General Hardware

Southington, Conn.



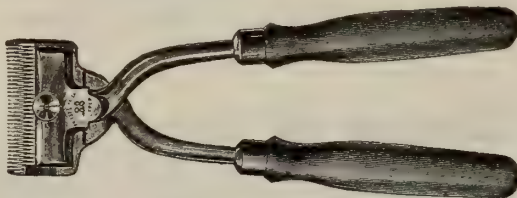
Cleveland, Ohio.

PRIEST'S HORSE and TOILET CLIPPERS

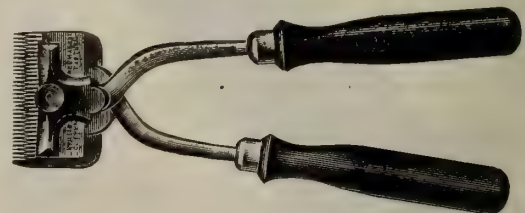
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

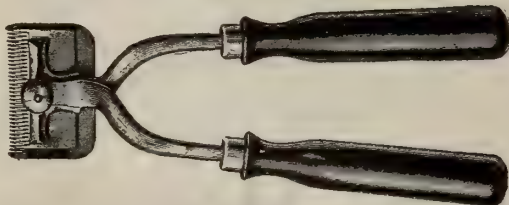
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



BALL BEARING
Retailing at about \$2.50.

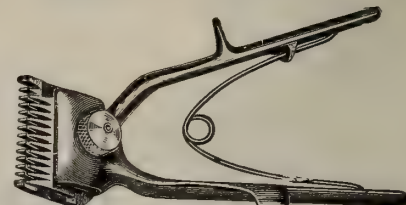


NEW MARKET
Retailing at about \$1.75.



LENOX
Retailing at about \$1.50.

If you are not familiar with these goods, send for samples and compare them with others.




Hunter, Fetlock and Dog Clipper, retailing at about \$1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL
Canadian Agents for Wiebusch & Hilger, Ltd., New York City



Royal Tea Coffee Cocoa Pots

What Better Xmas Suggestion?

This  line has everything you could wish in a pleasing gift:

- highly nickeled finish on heavy copper base.
- dull finish ebonized handles.
- double-seamed bottoms and spouts.
- all joints soldered and tested for leaks.
- individually wrapped and packed in cardboard boxes.

Finally, the prices were never lower.

Shipments Made Promptly

THE SHEET METAL PRODUCTS CO. OF CANADA
LIMITED

MONTREAL

TORONTO

WINNIPEG

A Confidential Chat With Our Readers

THAT Canadian hardware merchants as a class recognize the necessity of intelligent local advertising is apparent from the large number of subscribers who are taking advantage of Hardware and Metal's Electro Service. At Hardware and Metal's weekly conference held last Monday, this department announced that orders for no less than one hundred electros had been received during the day and scarcely a mail is delivered at our office which does not contain some orders for these handy little cuts.

Perhaps this service is not fully appreciated by manufacturers and jobbers of hardware. If they will look into the matter they will see that this service is fully as much in their interests as in those of the retail trade, because the merchant who increases his sales by good advertising comes frequently into the market for fresh supplies and orders in larger quantities. This means more business for the jobber and the manufacturer in turn.

WHY THE SERVICE WAS STARTED.

For some years we have been in the habit of receiving inquiries from our readers asking where they could procure small cuts of hardware articles suitable for advertising in their local papers. As nearly all newspapers are printed on a rough sort of paper which will not reproduce the ordinary half-tone, considerable difficulty had been experienced by retailers along this line. Also, it seemed almost impossible to secure cuts small enough to make up a comprehensive weekly advertisement in a size of space that they could afford.

The editors of Hardware and Metal studied the problem and were able to work out a plan whereby small cuts could be sold to our readers at a nominal charge and the Electro Service Department was inaugurated a few months ago.

Its success was immediate. Orders came in from every part of the Dominion and from big and small merchants alike. To-day, in glancing through a representative number of rural weeklies, one could not help being impressed with the widespread and intelligent use which is being made of these small cuts procured through Hardware and Metal.

MANUFACTURERS TREATED IMPARTIALLY.

In studying this question it was early recognized by our editors that the cuts in this service must represent goods of a class and not those of any par-

ticular manufacturer. They must be of such a nature that they could be used by any retailer, no matter whose line he handled. Consequently there is no cut in the series which exhibits the name of any manufacturer and a deliberate attempt has been made by this department to use cuts which do not illustrate details peculiar to any manufacturer. The service is entirely impartial in this respect and that it is a service purely incidental rather than for the sake of profit is shown by the fact that the electros are sold to subscribers at the low price of fifteen cents each.

To make this department still more valuable we are periodically running in Hardware and Metal, advertisements showing the cuts in actual use. These advertisements are intended to be clipped by the subscriber and taken to the local printer after merely changing the prices quoted and writing in the proper firm name.

To the best of our knowledge Hardware and Metal's Electro Service is the most practical assistance that has been rendered its subscribers by any trade paper anywhere in an effort to combat mail order competition.

We will appreciate any suggestion from readers or advertisers for improving our Electro Service or introducing any other feature which will tend to strengthen the hand of hardware merchants against the aggressive catalogue houses.

ANOTHER NEW SERVICE ANNOUNCED.

On another page of this week's issue appears an announcement of a new series of articles on Show-Card Writing, which will commence in an early issue of Hardware and Metal.

The author of this series, R. T. D. Edwards, is recognized as probably the foremost authority in Canada on this subject. With the co-operation of the editor, he is working on a course of instructions to be reproduced in Hardware and Metal, which will enable any ambitious hardware clerk to take up card-writing and make a success of it.

We appeal to the readers of Hardware and Metal to see that their clerks become interested in Mr. Edwards' articles and practise this profitable art. The selling value of neatly lettered show-cards and price-tickets is beyond question and any clerk who masters the art of card-writing thereby becomes a distinct asset to the store in which he is employed.

For Christmas— COMMUNITY SILVER PLATE

Makes an extremely serviceable and beautiful present.

Every woman has a firm idea of its goodness through the extensive magazine advertising being carried on.



Classic

Flower
de Luce

Avalon

Louis XVI.

Sheraton

All these beautiful patterns carried in stock.



Enquire about our Fade-away Girl Window Display.

Wildwood
RelianceKenwood
Plate

Reliance Plated Ware

is the best plated ware to be had at the low prices we sell it. It will give satisfaction. Try it for a competitive line.



Joan

1835 R. Wallace

Beautiful Joan Pattern Ware is plated sectionally at parts most exposed to wear. It is a line that resists wear. The most useful Christmas Gifts can be found in the Hardware Store.

CAVERHILL, LEARMONT & CO.

MONTREAL



HOW MANY GARAGES
IN YOUR LOCALITY
DID YOU SUPPLY
WITH DOOR HANGERS
???

THE 'GREAT WEST'

IS YOUR BEST ARGUMENT—FOR THIS MOST
DESIRABLE PATRONAGE

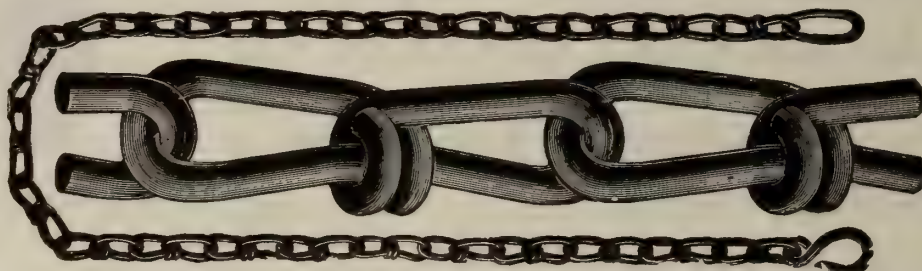
THE LOGICAL HANGER FOR GARAGE DOORS

Manufactured in Canada by

CANADA STEEL GOODS COMPANY, LIMITED

Hamilton, Ontario

NEW PROCESS STEEL WIRE TRACE CHAINS



TIE-OUT CHAINS

HALTER CHAINS

DOG CHAINS

CATTLE CHAINS


The most satisfactory chain to handle

Manufactured by

THE B. GREENING WIRE CO., LIMITED

HAMILTON, ONT.

MONTREAL, QUE.



The Steel Company of Canada, Limited
HAMILTON - CANADA

STEEL and IRON BARS

**Cold Twisted Bars for Concrete Reinforcing
Angles, Channels, Plow Beams**

We have the equipment to furnish Steel Products with all possible speed, and guarantee the quality of every piece that leaves our Mills.

Wire,
Wire Nails,
Tacks, Staples, Shot,
Wood and Machine Screws, Bolts,
Nuts, Rivets and Burrs, Spikes, Cable,
Horse Shoes and Horse-Shoe Nails, Wing Boot Calks,
Wire Hoops, Bright and Brass Wire Goods, "Tiger"
White Lead, "Invincible" Fencing, Corrugated Fasteners,
Railway Track Equipment, Strand Steel and Copper,
Putty, Jack Chain, Pole Line Hardware, Bale
Ties, Cotter Pins, Hinges, Wrought
Pipe and Nipples,
Lead Pipe.

Sales Offices:

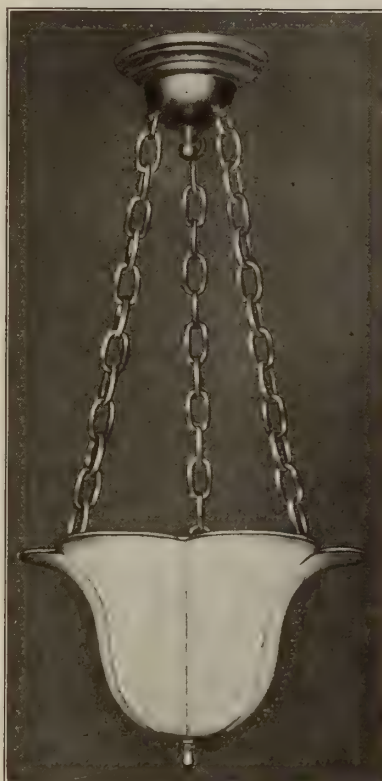
HAMILTON
VICTORIA

MONTREAL
VANCOUVER

TORONTO
ST. JOHN

WINNIPEG
HALIFAX

Lighting Fixture Time



Many a Hardwareman could make good profit by giving a little effort to the lighting fixture line.

Electric Table Lamps make useful, ornamental and very acceptable Christmas gifts. We have them at prices to suit all demands.

Send for Catalogue, and place it where your customers can peruse it after you've stamped your name on it.

**The James Morrison
Brass Mfg. Co., Ltd.**

93-97 Adelaide St. West
TORONTO



Wostenholm's Celebrated I.XL Cutlery

Standard of the World

Hollow Ground

Full Concaved

Gold Etched

No. 1000

"Conqueror"

Black Handle

\$13.20 dozen.



No. 2000

"Peerless"

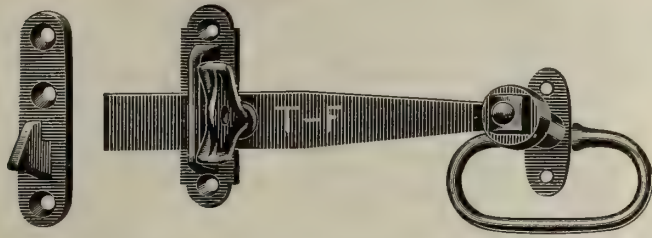
White Handle

\$13.60 dozen.

For sale by all leading Jobbers

A. MACFARLANE & CO., Limited, Montreal

Canadian Representatives

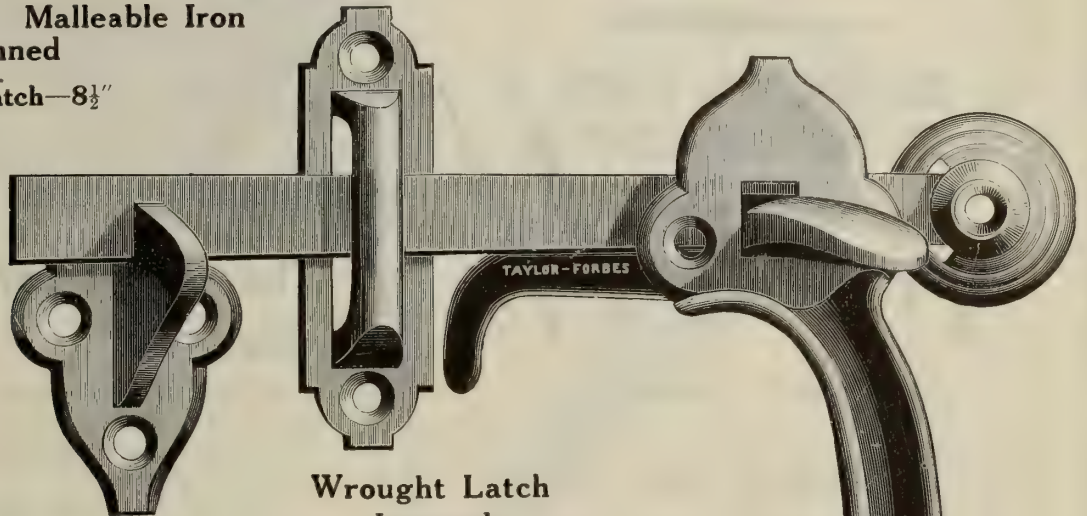


BARN DOOR LATCHES

Made Entirely of Malleable Iron
Japanned

Size of Latch—8½"

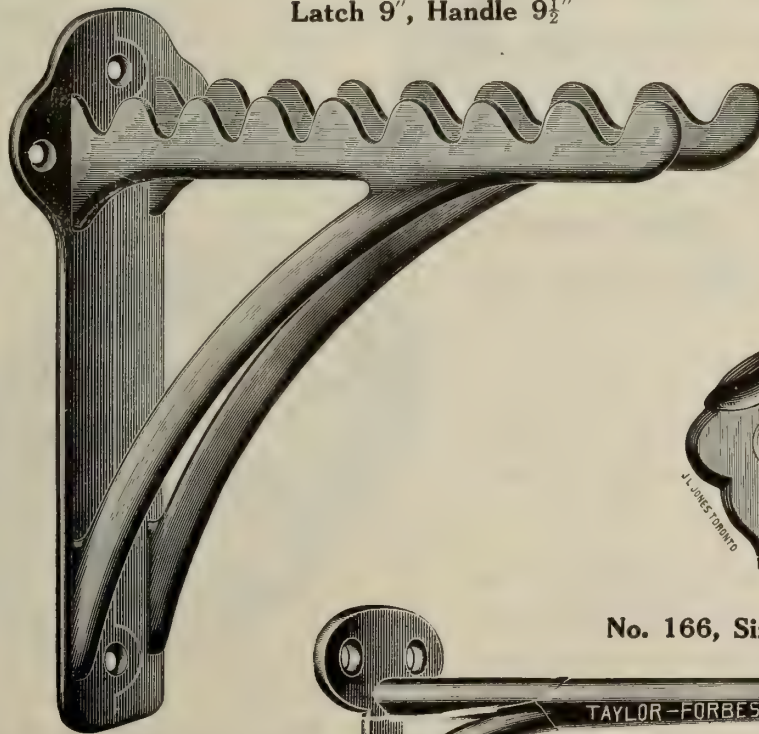
Implement
Brackets
Japanned



Wrought Latch
Japanned
Latch 9", Handle 9½"



Size
12"x11"



No. 166, Size 6"



Harness Hooks
Japanned

— — —
*If your jobber cannot
supply you, write us.*

TAYLOR-FORBES CO., Limited
Head Office and Works: GUELPH, Ont.

BRANCHES AND AGENTS:

Taylor-Forbes Co., 246 Craig St., Montreal.
Canadian United Mfrs. Agency, London, Eng.
H. G. Rogers, 147 Prince William St., St. John, N.B.
H. F. Moulden & Son, Travellers' Bldg., Winnipeg, Man.
Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.

"The Famous Five Keep Trade Alive"

You start an "endless chain" of business when you sell these famous files



Made in Canada

You sell more than just a file. You sell the net results of 50 years' experience. The economy of a 60,000,000 output per year. The uniform quality that marks thorough attention to every detail.

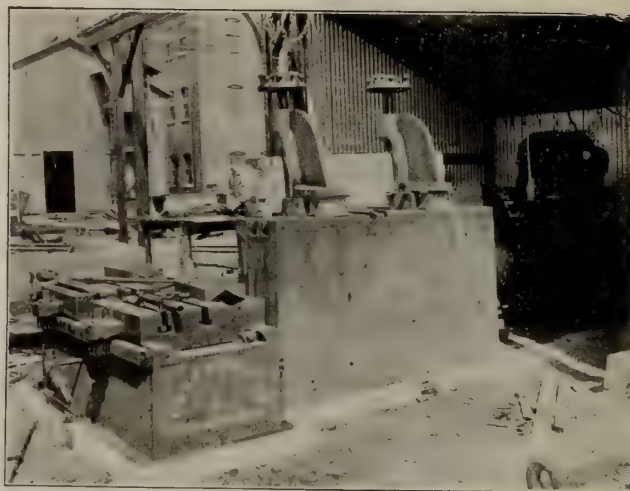
You sell 100% efficient file service. The kind that brings buyers back for *more*.

A word to your trade on the economy of replacing all *half-worn* files will quickly increase your sales of the Famous Five.

Nicholson File Company

PORT HOPE Jobbers Everywhere ONTARIO

Write for "File Philosophy"
and illustrated catalog.



The Fight for Durability

Chapter III.

No permanent edifice can be built upon anything but a firm foundation.

The same is true in the production of a durable, lasting iron.

Corrosion, the bane of existence of Iron or Steel, has been studied by many. The almost universally accepted statement of the nature of this phenomenon is "The Electrolytic Explanation of Corrosion." Therefore, the corner-stone of the rust-resisting iron structure becomes highest purity.

In the attainment of highest purity in iron the method of production involves a superoxidation or burning of the metal in the furnace, thus eliminating the final traces of impurities. This process, therefore, necessitates careful analysis and precaution against the solid oxygen content.

ARMCO IRON Resists Rust

Aside from the demands of purity, an equally important consideration is the content of free gases which cause a honey-combed physical structure in the interior of the ingot.

The ingot splitting machine, therefore, becomes a necessity if spongy ingots are to be eliminated.

Of equal importance is the heat treatment in the soaking pits, which requires the constant supervision of an expert. The foundation of durability in Armco-American Ingot Iron is built upon the bed rock of purity, elimination of gaseous, honey-combed ingots and proper heat treatment. The following chapters will develop the importance of these steps and their bearing on rust-resistance.

The American Rolling Mill Co.



The trade mark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

Licensed Manufacturers under Patents granted To The International Metal Products Company.

Armco-American Ingot Iron Black and Galvanized Sheets, Roofing, Pipe, Gutter, Metal Lath and Terne Plate.

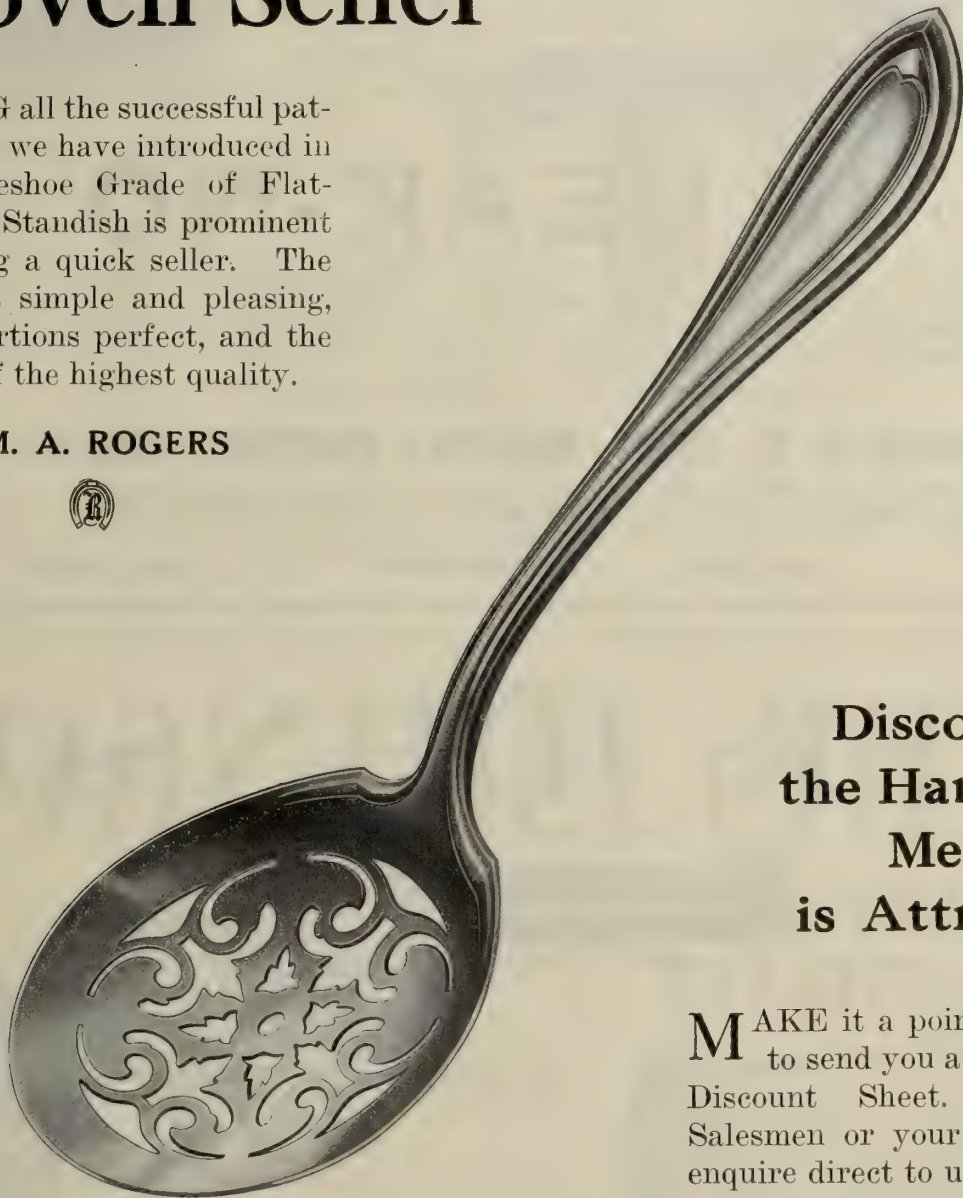
Middletown, Ohio

District Sales Offices at Chicago, Pittsburgh, Detroit, Cleveland, New York, St. Louis, and Cincinnati.

The Standish Pattern is a Proven Seller

AMONG all the successful patterns we have introduced in our Horseshoe Grade of Flatware, the Standish is prominent as proving a quick seller. The pattern is simple and pleasing, the proportions perfect, and the finish is of the highest quality.

WM. A. ROGERS



**Our
Discount to
the Hardware
Merchant
is Attractive**

MAKE it a point to ask us to send you a copy of our Discount Sheet. Ask our Salesmen or your Jobber, or enquire direct to us.

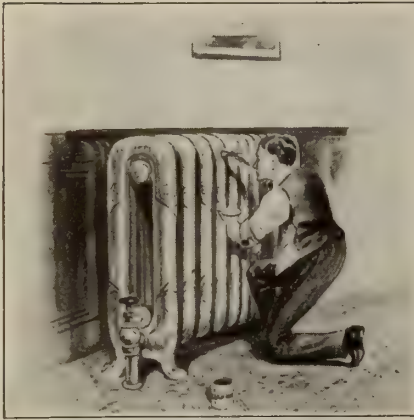
CANADIAN WM. A. ROGERS

LIMITED

570 KING STREET WEST, TORONTO

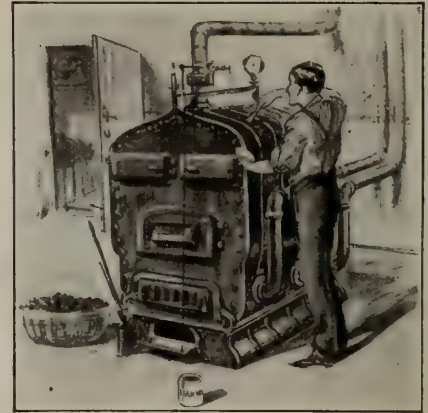
**WINNIPEG
HAMMOND BUILDING**

**VANCOUVER
FAIRFIELD BUILDING**



**Demanded by
Plumbers, Steamfitters
and Engineers for
Emergency Purposes**

When a steam pipe springs a leak or a radiator or boiler develops a crack, there has got to be quick action if serious loss or inconvenience is to be prevented.



J-M LEAK-NO

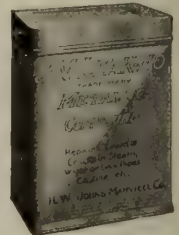
is the perfect emergency repair for all kinds of cracks and imperfections in iron or steel, and for leaks in radiators and pipes. It is a powdered iron compound which, when mixed with water, metallizes in a few hours and becomes part of the metal. When hard, it has the same color as iron, and is guaranteed to stand any heat or pressure that iron or steel will stand.

Write nearest Branch for "J-M Leak-No Booklet."

THE CANADIAN H. W. JOHNS-MANVILLE COMPANY, LIMITED

Manufacturers of Ready Roofings; Pipe Coverings; Packings; Stove Lining; Furnace Cements; Pipe Joint Cement; Garden Hose; Fire Extinguishers; Spark Plugs; Dry Batteries; Roof Coating; J-M Regal Anti-Leak Stick; J-M Regal Roof Coatings; J-M Elastic Roof Putty

2915



TORONTO

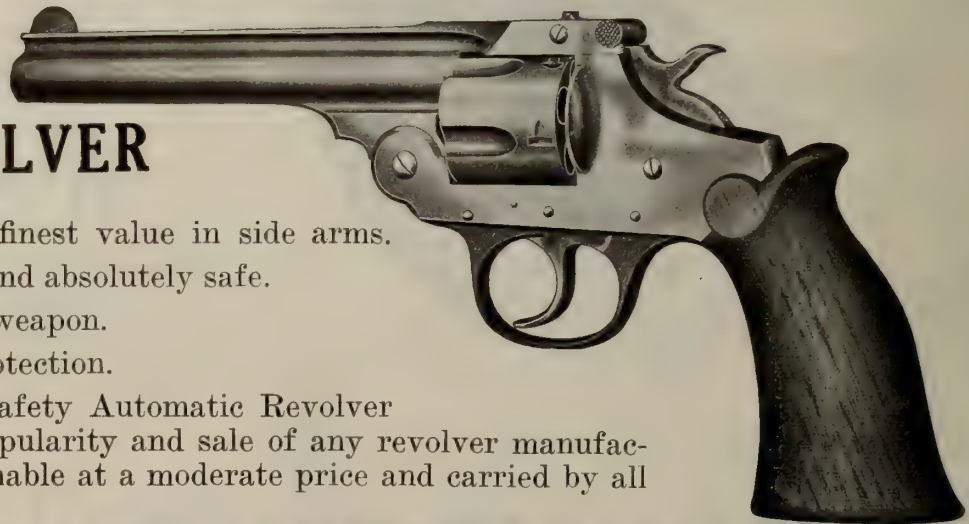
MONTREAL

WINNIPEG

VANCOUVER

IVER JOHNSON

WESTERN GRIP REVOLVER



Unquestionably the finest value in side arms.

Deadly, dependable and absolutely safe.

A splendid military weapon.

Perfect for home protection.

The Iver Johnson Safety Automatic Revolver enjoys the widest popularity and sale of any revolver manufactured to-day. Obtainable at a moderate price and carried by all Canadian jobbers.

Write for our big 1915 book.

OUR PRICES HAVE NOT CHANGED.



Iver Johnson's Arms & Cycle Works

350 River St., FITCHBURG, MASS.



Established 1837

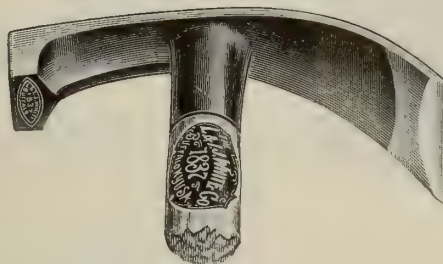


Coopers' Tools

THE "QUALITY" KIND

Remember This—

Permanent prosperity for your store depends upon keeping your customers satisfied. You can sell them cheap goods once or twice, but soon they are buying at another store. WHITES' "Quality" Cooper Tools have been known and acknowledged to be THE BEST for the last 50 years.



HAVE YOU OUR CATALOGUE?

The L. & I. J. White Co., 215 Columbia Street
BUFFALO, N.Y.

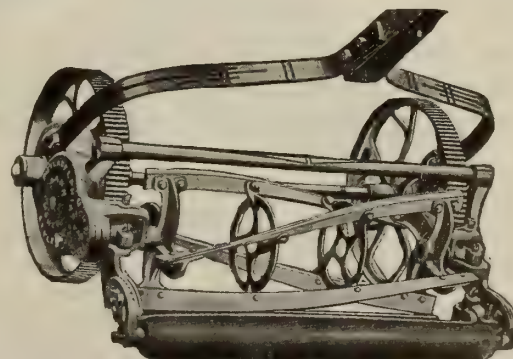
GENUINE "PHILADELPHIA" LAWN MOWERS

The first side-wheel mowers made. The highest grade. The standard of the world.

For 46 years the "PHILADELPHIA" Mowers have been on the market and have earned for themselves world-wide reputation as the best and highest grade mowers made.

18 styles hand and 6 styles horse mowers to select from. All have **Vanadium Crucible Steel Knives**, the only Mowers made of such high-grade material.

Illustrated catalogs and prices for 1915. We solicit a share of your patronage.



Style "A"—All Steel. The Original All-Steel Mower

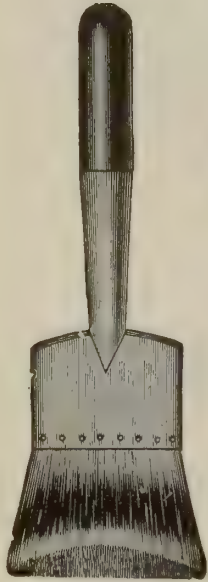
The Philadelphia Lawn Mower Company

31st and Chestnut Streets

Makers of BEST Goods only

Philadelphia, Pa., U. S. A.

**Flexibility
means easy
manipulation**



Meakins Brushes

ARE THE RESULT OF YEARS OF
SPECIALIZATION IN THIS LINE
AND OUR AIM TO OUTSELL BY
EXCELLING.

We employ the best workmen that are
procurable and the most up-to-date
equipment.

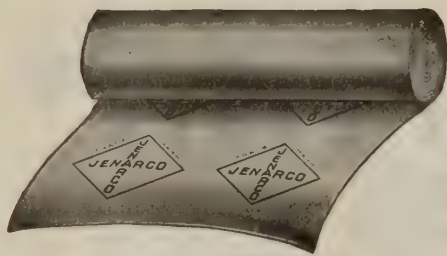
Meakins Quality and Service will enable
you to establish a **fast-growing brush**
trade. Try it and be convinced.

We make a large variety of brushes. Send for our catalog and see
complete line.

Meakins & Sons, Ltd., Hamilton, Ont.

Warehouses : WINNIPEG LONDON TORONTO MONTREAL

**Quality
means
long service**



**Leaky Joints are Made
Permanently Tight**

with

JENARCO

JENKINS BROS.' NEW SHEET PACKING

Registered Trade-Mark



THIS TRADE-MARK
IS OUR GUARANTEE.

This splendid product is a high-grade, semi-vulcanized sheet rubber packing
that possesses extreme toughness and flexibility. It is not influenced by climatic
conditions and does not deteriorate in storage.

Engineers and Steamfitters strongly recommend its use. They have learned by
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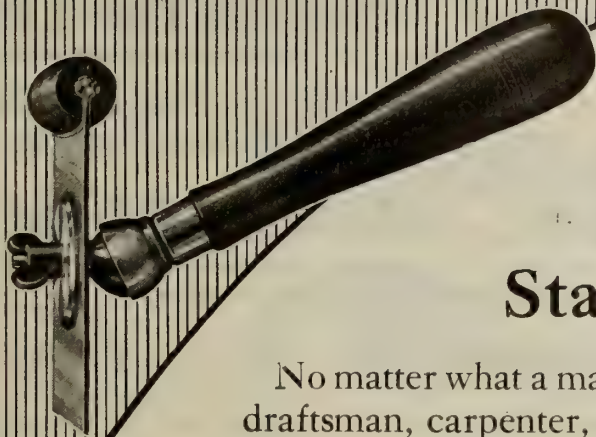
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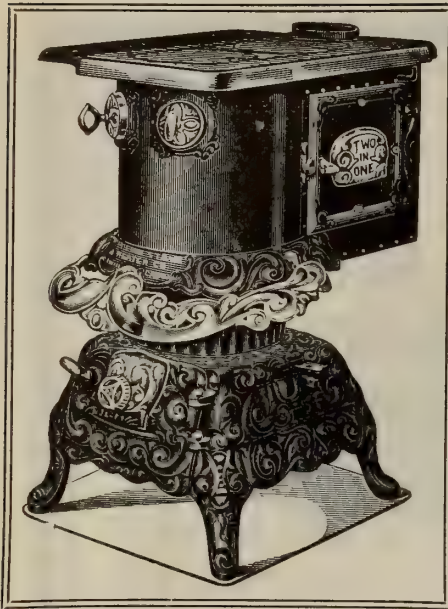
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The World's Greatest Tool Makers
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42-284



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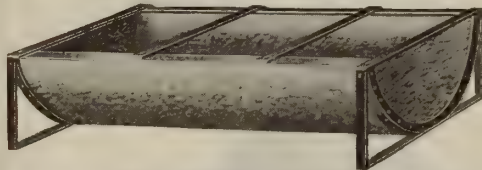
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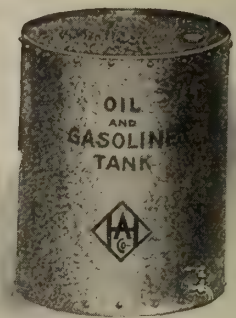
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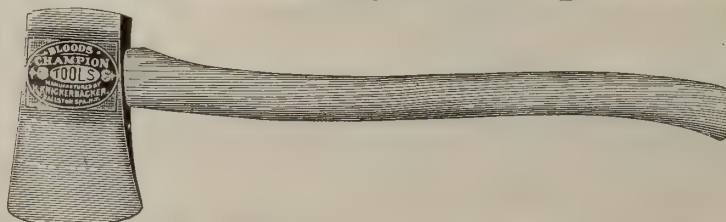


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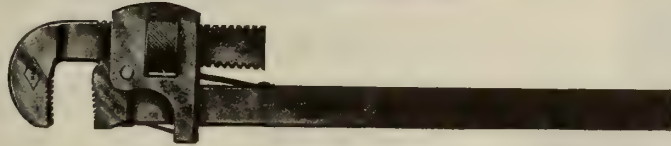
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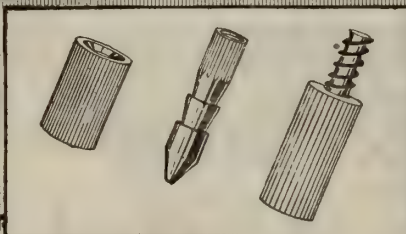
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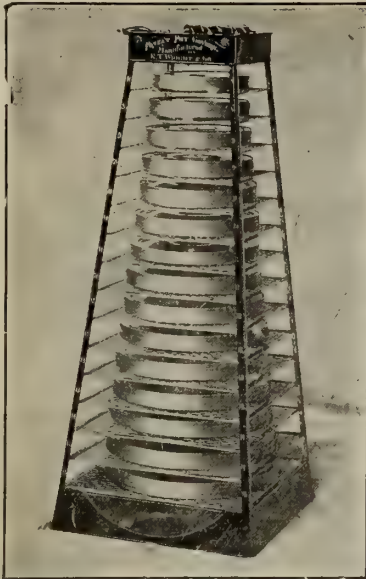
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NIAGARA TEA SPOON

CURTAIN POLES AND FITTINGS. STAIR RODS AND EYES

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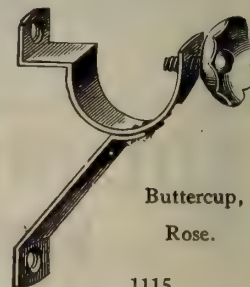


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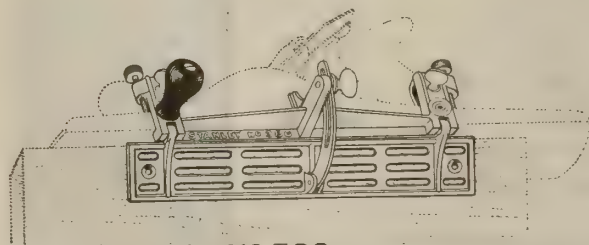
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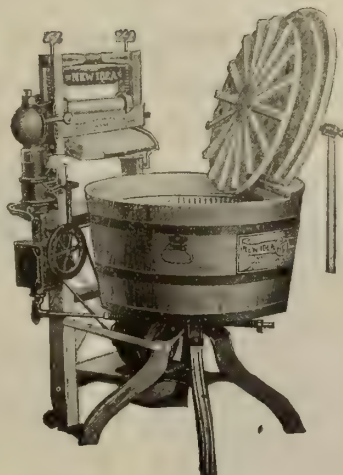
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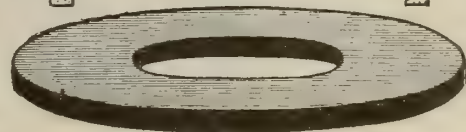


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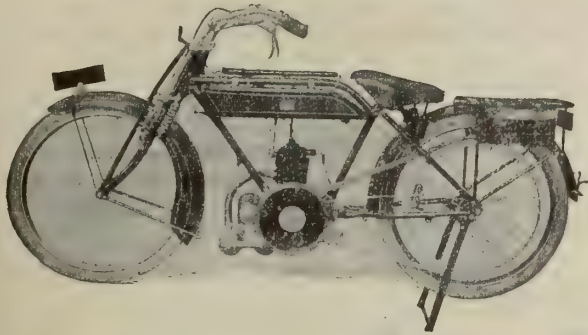
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AND IT
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"SUN" Brass Blow Pipe
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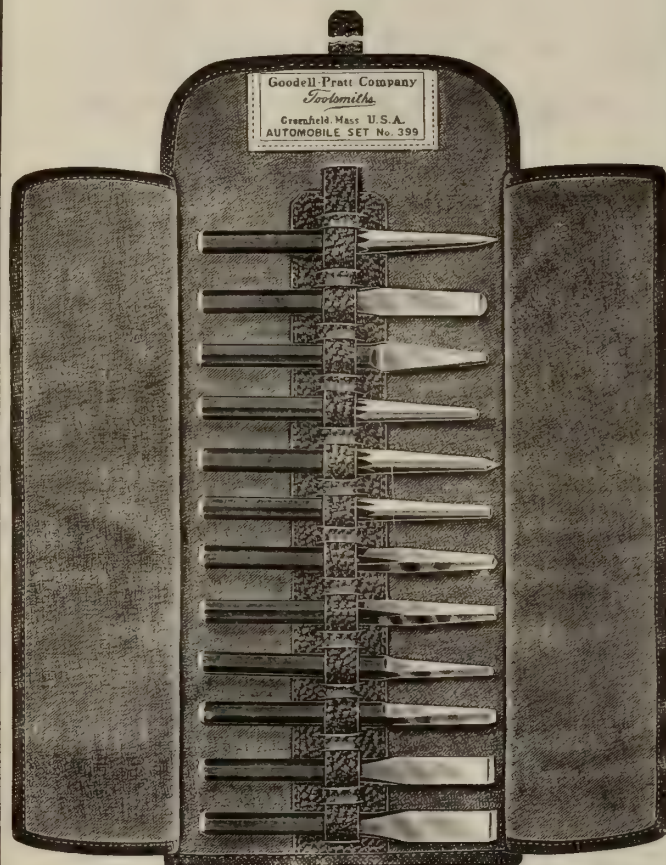
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TORONTO - ONTARIO

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVI.

TORONTO, DECEMBER 5, 1914.

No. 49

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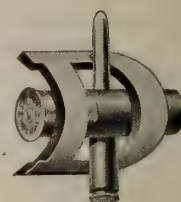
Make Your Store Shine with the Slogan:

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Galvanized Iron**

Is thoroughly and uniformly galvanized
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High-Grade genuine Charcoal Plates
Tissue Packed

**Specify "DOMINION CROWN"
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A. C. LESLIE & CO., Limited
MONTREAL

HARDWARE AND METAL

Vol. XXVI.

DECEMBER 5, 1914

No. 49



A well arranged display of household goods in a Western Canada hardware store. Arranged by C. H. Smith.

Tendencies in Christmas Buying This Year

Department Store Manager Gives Some Valuable Hints Regarding the Class of Goods Now Being Purchased by the Public—
Many of the Ready Sellers Are Regular Hardware Stock.

A DEPARTMENT manager, in one of our largest departmental stores, in conversation with a representative of Hardware and Metal a few days ago, gave some very interesting information regarding trade currents. In the store referred to a very complete checking system is employed to indicate changes which take place in the purchasing methods of the buying public. The manager was referring particularly to the Christmas trade and pointed out that the percentage of sales for November, ranging from fifty cents to five dollars was greatly in excess of those in any other corresponding period in the history of the firm. There was a falling-off in the demand for high price goods and a greatly increased demand for medium or low priced goods. This does not mean that the public are looking for cheap quality goods. It means that the tendency in buying Christmas goods this year is inclined towards the reasonably-priced practical articles, that come under the heading of necessities rather than luxuries.

The manager stated that the Christmas shoppers this year are not buying as readily or recklessly as in former years. The majority of goods being sold at present are selling on their merits. The tendency is to get away from the luxurious non-essentials which have been so much in evidence during the past few years. More attention is being paid to the respective values and usefulness of the goods offered for sale. Housewives are not rushing in and purchasing flimsy yet expensive articles as they have often done in the past. They realize that this is not a time to spend money foolishly. This is a time for common-sense buying and the result is that the majority of articles selling at the present time are practical articles which will be of some use to the recipient. The department manager stated that basement sales such as sales of woodenware, food choppers, tin and enamelware, etc., were very numerous and that many of the gifts given this year will be useful gifts such as will be appreciated by the housewife. Food

choppers, dustless mops, cake and bread boxes, coffee mills, ironing and bake boards, electric irons, toasters, folding clothes racks, wringers, carpet sweepers, and many other articles for use in the home have been purchased freely by early Christmas shoppers. Indications point to a continuance of this policy and it is altogether likely that between now and Christmas there will be a good sale for goods such as those mentioned. The department store in question in making a special feature of such lines, and has devoted considerable space to the display of the goods. This has been done as a result of studying the trend in the purchasing policy of the buying public. The public wants the goods and the department store is selling the goods because attractive displays have been arranged and practical suggestions have been offered.

Many of the lines carried in the basements of the department stores are almost identical with lines found in almost every hardware store. The only
(Continued on page 43.)

How Workman & Co. Started in Mill Supplies

Established in 1844, They Formerly Did a Big Business in Lumbermen's Supplies, but as Lumber Business is Not Now the Only Ottawa Industry, They Branched Out Into Other Lines.

ABOUT thirty years ago, when the store shown in the accompanying picture was the chief place of business of A. Workman & Co., Ltd., Ottawa, the lines of hardware in demand were far different to those of today. One of the principal demands was for axes, saws and blacksmith supplies required in the shanties by lumbermen, who prepared the enormous quantities of square timber, which, years ago, used to concentrate at this point.

Thomas Workman at that time had a friend, a blacksmith, who was working in the lumber mills now operated by Senator Edwards. He was an industrious fellow, who read several trade papers. Now and again, he saw a tool advertised in these papers which he required in his work, and it was his cus-

tom to ask Mr. Workman to secure it for him. That astute hardware merchant was only too glad; more than that, he ordered two of every tool the friendly blacksmith ordered, placing the second in his window.

Herein lies the secret of success achieved by A. Workman & Co., who from ordinary hardware merchants have become supply men on a large scale. They handle mill supplies, and cater to the huge business which has grown up in recent years around the Ottawa Valley. No business was ever too small for them, and by attending to the smaller business, the bigger business followed. Moreover, they always made it a point of keeping complete stocks. By experience in the mill supply business, they found that the chances of making a sale

if the goods were in stock were far greater than if the supplies had to be ordered. A mill owner will often do without an order if he cannot secure it right on the spot.

Old-Established Business.

Going back to the early days of this firm: The old store was founded in 1844, and stood at the corner of Rideau and Mosgrove streets, in lower town. The accompanying picture was taken about thirty years ago. It shows the old lamp-post, wooden sidewalks, grass growing on the street, and wooden hitching-posts. On the right is Alexander Workman, founder of the firm, who at that time was about 85 years of age. He died about 12 years ago at the age of 94. He was a brother of the late Thomas



The store of A. Workman & Co., Ottawa, was founded in 1844. The accompanying picture was taken thirty years ago and shows the members of the firm at that time. On the right is Alexander Workman, founder of the firm, who, at the time the picture was taken was eighty-five years of age. Thos. Workman, president of A. Workman & Co. to-day, is the figure on the extreme left of the picture. Next to him is A. A. Whillians, now secretary-treasurer of the company. By his side in the picture is Mr. Whillians, Sr., who was associated with the firm for forty years. A view of the front of the new store in course of erection is shown on the opposite page.



THOS. WORKMAN,

President, A. Workman & Co., Ottawa, Ont.

Workman, who, years ago, was head of Frothingham & Workman, Montreal, It is a hardware family. The present head of the Ottawa house is Thomas Workman, a son of Dr. Joseph Workman, late Medical Superintendent of Toronto Asylum. He secured his early experience in business with his brothers, at Stratford, Ont. His brothers have since died.

Thomas Workman, president of A. Workman & Co., Ltd., of to-day, is the figure on the extreme left of the picture. Next to him is A. A. Whillans, now secretary-treasurer of the company, then seventeen years of age, and junior clerk. He has been with them for 32 years, and has been an important factor in the building up of the business. By his side in the picture is his father, who was a trusted employee of the firm for forty years. Another generation of the Whillans family is now in the store, serving like his father and grandfather behind the counter, but under vastly different circumstances.

A general hardware business was done at the store in Lower Town, and a branch was operated at 301 Wellington street, which is now headquarters for the business, all efforts being concentrated there. The old business was disposed of fifteen years ago, as it was found impracticable to run two almost independent stores in the same city.

A Transient Trade.

It was Alexander Workman who inaugurated the business in lumbermen's supplies, a business which is practically dead to-day so far as Ottawa is concerned. Lumbermen's supplies is a transient trade. Thirty years ago it was flourishing in Ottawa and Hull; then Pembroke awoke to find itself nearer the timber limits than the Capital; some years afterwards Mattawa secured the

bulk of this business, and to-day it is moving in a northerly direction, towards Cochrane.

Business in lumbermen's supplies having passed out of their hands, it became necessary for Workman's to look in another direction for business. Up to that time, Ottawa had not been conspicuous as a manufacturing town. Gradually, saw mills commenced to make their appearance, followed by larger factories, until to-day, although few people realize it, the Dominion Capital is one of the most important manufacturing centres in Canada, having two of the largest mills of their kind in the world. Here was scope for the energies of a firm like Workman's. The firm who had gone after the tool business of a progressive blacksmith, and had given him satisfaction, was the firm who was going to try and capture the mill supply trade of the many factories which were developing with the growth in the Ottawa Valley.

Workman's had always carried belting, both rubber and leather, in all sizes and thicknesses. When canvas belting came into the field, they were among the first to have it in stock. Anything new that could prove its worth in the way of tools or mill supplies, Workman's got it into stock. Having things in stock has been a valuable asset to the firm, and has earned them a reputation.

The belting trade brought a demand for pulleys, which they commenced to handle ten years ago. It was found that orders for belting were being thrown away every day, simply because they did not have pulleys in stock. Men came in with an order for both, and on being told that the pulleys would be secured, expressed a wish to purchase them together. Thus began the big pulley business which the firm enjoys to-day.

From this developed a demand for cold rolled shafting. They were asked
(Continued on page 38.)



Front view of the modern store and warehouse now under course of construction for A. Workman & Co., Ltd., Ottawa. It will be occupied about Jan. 1. A picture of the firm's first store appears on the opposite page.

METHODS *in* CHRISTMAS MERCHANDISING



In this department are offered suggestions which are intended to help the retail hardwareman in pushing his Christmas sales campaign. This department will be conducted regularly in each issue until Christmas. Contributions to this department from merchants, travelers or retail salesmen will be appreciated.



Used Tables to Show Goods

THERE appears to be a mistaken idea in some quarters that on account of the war very few Christmas presents will be purchased this year. This is indeed a mistake. The Christmas presents purchased this year will undoubtedly be of a more practical nature than those of past years. It may be that the goods purchased will not be of as expensive a character as what are generally purchased as Christmas gifts, but nevertheless, war or no war, gift-giving will take place as usual. There is no doubt many people who will be unable to spend as much money as they have in former years, but they will spend what they can afford to spend. Retail merchants should this year endeavor to place before the buying public good assortments of goods which will appeal to persons of limited means. Goods which are suitable for gift-giving and yet not of an expensive character. This is an exceptional shopping season. Unprecedented conditions have developed during the past four months and many people through no fault of their own are feeling the pinch caused by the depression in business. Special displays of goods ranging in price from 25 cents to four or five dollars could be easily arranged on special tables or counters. Last year a merchant in an Ontario town used four tables to show medium-priced goods. One table was used for showing twenty-five cent lines and included in the display were paring knives, bread boards, mincers, cooking utensils, mixing spoons and many other articles for use in the kitchen. Dozens of articles were sold from this table. Another table was devoted to fifty-cent goods. Table number three was used to display seventy-five cent lines, while table number four was used for exhibiting goods at one dollar. Many dollars worth of goods were sold from each table. Customers, particularly the ladies, paid special attention to the displays and as many as five or six articles were often sold to one customer.

Scissors On Trays

A TORONTO retail hardware firm doing a large trade in cutlery have found that during the Christmas rush selling season they can dispose of large numbers of embroidery scissors by displaying them on trays. An assortment including about 2 dozen pairs is shown on a tray. Sizes ranging from 2½ to 4 inches are shown. In order to make the assortment look large three or four of a kind are often shown on the same tray. A small, neat price tag

showing the price in plain figures is shown on each tray. The firm in question have found that customers will buy more readily and would much rather make their selection from an assortment of this kind than to wait until the salesmen secured a sample of each from the boxes inside the display cases. Another feature is the saving in clerks' time. There is nothing that will help in rapid merchandising at Christmas time like adequate display methods. During December last year one retail hardware merchant disposed of two gross of stork embroidery scissors. This was accomplished by showing an abundance of the goods in the show window and using price tickets giving the price in plain figures.

Gifts For Autoists

I N the province of Ontario alone there are about 35,000 auto owners—a larger army than the first Canadian contingent sent to England a short time ago. These figures represent only one Province in Canada. In every village, town and city we find auto owners. Even in the rural districts the farmers have taken kindly to the auto and during the past few years a great many sales of autos have been made to farmers. In some parts of Canada the auto is not used to any great extent during the winter—in other parts the auto is used the year round. Here is an opportunity for the retail hardwareman to push the sale of "Gifts for the Auto Owner." Just look around your store and see the large number of lines you carry which would make suitable gifts for auto owners. Tool kits, auto jacks, mats, lamps, horns and many other lines are needed by autoists. Another line in this connection is the carriage heater. This is a nice line to handle. If a reliable make is carried, the merchant can depend on his customer getting satisfaction.

For window displays the goods are attractive in appearance. Show cards can also be used to advantage in displaying this line.

One of the best methods to employ is to go direct to the prospective customer and demonstrate the effectiveness of the heater. Make a few sales in your neighborhood and you will find the purchasers will soon advertise the heaters for you.

Nearly all the auto owners should own carriage heaters. Liverymen, farmers, physicians, mail carriers, pleasure drivers, and others who have occasion to do much driving

in the open, are splendid prospects to whom carriage heaters may be sold.

Electric Goods for Christmas

A RETAIL hardware merchant who handled electrical appliances for the first time last year reports that he found a ready sale for electric irons and toasters during the two weeks preceding Christmas. A special window display helped materially in selling the goods. The merchant was particularly fortunate in disposing of a large number of toasters. The toasters retailed at \$5.00 each. They occupied a prominent place in the Christmas window display. In order to make the display more effective the merchant purchased a loaf of bread from a nearby baker and made several slices of toast. The toast and toaster were displayed on a nickel tray in the centre of the window. A neat show card held by a card rest read as follows: "The crisp, brown toast here displayed was made on this electric toaster. Come in and see a demonstration. The price of this real, practical Christmas gift is only \$5.00." In addition to displaying the toast the merchant kept some bread on hand during the two weeks before Christmas and when a customer made enquiries or appeared to be interested in toasters a demonstration was given. The method adopted helped to close a large number of sales. Two loaves of bread were used and the cost was only 14 cents. Electric irons were also demonstrated to prospective customers. A folding ironing board was placed near the store entrance. The board was used when demonstrations of electric irons were given. An electric attachment near at hand it only took the salesman a few minutes to make the connection. Many customers were very much surprised when shown how quickly an electric iron could be heated and made ready for use. The merchant found that despite the fact that so much is published regarding electric appliances there are still many people who are afraid of electrical appliances. Fear of shocks, fires, etc., appears to cause apprehension on the part of some prospective purchasers. A good salesman who knows his goods thoroughly can soon convince a customer of the superiority and practicability of modern appliances over old methods.

Guns and Ammunition

IF THE military tendency is apparent in things like boots, and clothes it ought to be marked in the business conditions attending the sale of guns and ammunition. The retail stores seem to agree that there is quite an un-

usual amount of trade in this line just now. They differ as to the reason. One dealer told Hardware and Metal that he judged the war didn't have much influence on his sales, for while they had increased materially lately he thought most of the goods he sold were to hunters and for game purposes. Doubtless, there are a certain number of people buying guns and shot for the purpose of becoming effective with the gun, in preparation for duty if called upon. But in the main this dealer opined that the business he had transacted this year was pretty much as in previous years, for game purposes chiefly.

This line of goods is cheaper this year. About five or ten per cent. reductions are shown on last year's prices. The war has not affected supplies very much.

It is thought by the buyer of one of the department stores in Toronto that there will be a big Christmas sale. Rifles make good gifts, and there should be a run on them this season.

Sells Knives by Half Dozen

A RETAIL hardwareman who for some time past has been adopting many of the selling methods employed by the departmental stores in the large cities finds that he can sell table and dessert knives more readily by quoting the price in half-dozen lots instead of by the dozen.

Instead of keeping his celluloid handled knives out of sight, which is the rule in many hardware stores, he always has one-half dozen of each kind on display. Small mats made of green baize measuring about 8 x 10 inches are used on which to display each lot of knives. Prices are always quoted per half-dozen.

For instance, a half-dozen dessert knives are placed on a mat, a neat price card is printed as follows:—Dessert knives \$1.95 per ½ dozen. There is a price card on each mat and knives ranging in value from \$1.00 per half-dozen to \$3.50 per half-dozen are displayed.

Each price card is supported on a neat wooden block in which a groove sufficiently large to hold the card has been sawed.

Helpful Hints

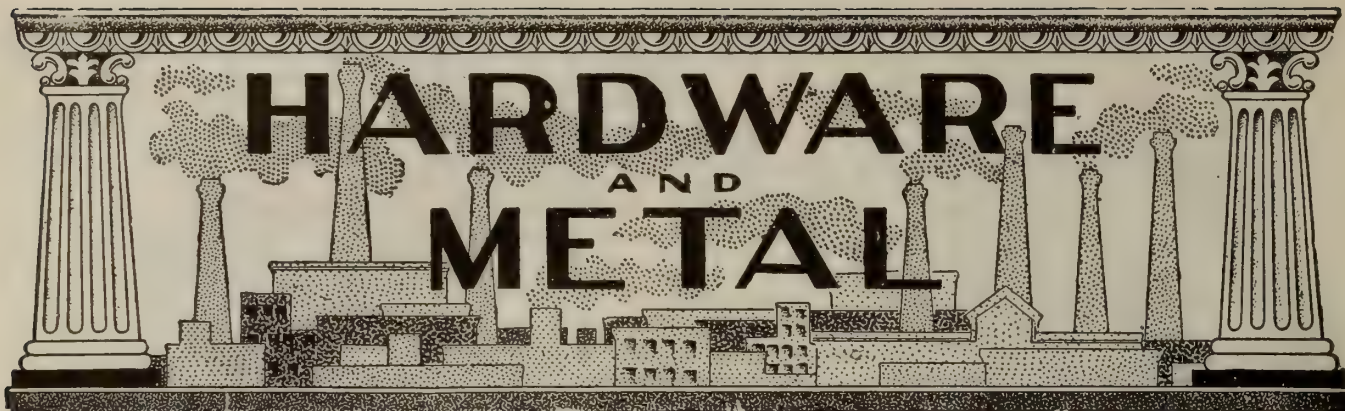
GOOD BUYING is half the game—good selling is the other half.

* * *

A PIECE of merchandise without a price ticket is a dead, meaningless thing—but with one, it becomes an answer to an unasked question.



The window display shown herewith appeared in the Hardware Display Window of A. L. Shiells, Kincardine, Ont., a town of 2,000 population. The display received honorable mention in Hardware and Metal's Annual Christmas Window Trimming Contest last year. This picture demonstrates that even in the small towns the public can secure attractive Christmas gifts from the retail hardwareman.



The Metal Trades.

DURING the past two weeks there has been a noticeable improvement in sentiment in the iron and steel trade and also in ingot metals. Although not large, orders are becoming more numerous. Buyers apparently believe that the recent low prices on metals present favorable buying opportunities and have placed orders a little more freely. The trade in Canada has shown more optimism during the past week than at any time since the outbreak of the war. Activity is also quite pronounced in some quarters of the United States. A Cleveland report says: Heavy buying of pig iron and a fair increase in business in finished materials have been the leading features of the very encouraging improvement of the last few days. As is usual when a period of recovery is inaugurated after a profound depression, sales are being made at very low prices, but pig iron has been advanced at Buffalo and the tone of the market in the centre is distinctly firmer. A New York report says:—

It has been found that the better sentiment of the past three weeks has not kept prices from yielding and it is evident that the policy of important steel producers will now be to sell freely for the first quarter of 1915 at the best prices that can be obtained. This may result, as in the closing weeks of 1911, in a more active market and make December, as is being predicted, the best month for bookings in the final quarter. Prices are now close to the well remembered level of three years ago.

Decline In Nails

THE most notable price change during the past week was the decline of 20 cents per keg which took place in the price of nails at Toronto. The new quotations range around \$2.05 base for wire nails with the usual terms 2% 30 days. Toronto firms are quoting this price for delivery in Toronto and at competitive points. The decline is undoubtedly due to a desire to stir up some business. The demand for nails is very light at the present time and it is very doubtful whether, even at the low price now being quoted, much extra business will be stirred up. The cut in price is not surprising when present business conditions are considered. As a general rule when a profound depression exists sales are made at exceedingly low prices. Whether or not there will be a further reduction in quotations is hard to predict at the present time. Should the price go lower it is said that some wholesale firms will hold on to their

stocks rather than sell at further reductions. There is one very unfortunate feature in connection with the retailing of nails in many places.

Whether the retailers buy at \$1.90 base or \$2.25 base they seldom sell at a greater advance than about ten or fifteen cents per keg over invoice price and sometimes on an even closer margin. There are of course a few places where the retailers stand up for a legitimate profit, but taken on the whole it is almost certain that no branch of the trade derives any benefit from indiscriminate price-cutting on wire nails. While monopolies should not be encouraged there does not appear to be any good reason why manufacturers, jobbers and retailers should not be able to make at least a reasonable profit on wire nails.

A War Tax and Gasoline.

THE fact that the Government is faced with the problem of raising further funds for the financing of the contingents going to the front, coupled with the fact that the steps taken thus far have proven far from adequate — the revenue on tobacco and spirits having actually fallen off instead of increasing—has led to a great deal of speculation as to what the further steps may be. To the present the general situation has shown that the taxing of luxuries will not attain the end for the consumption has so fallen off that the old figures under the smaller tax cannot be maintained. The logical course then seems to be to tax staples. That there is a chance that the hardware trade may be affected through a tax on gasoline, benzine and turpentine is indicated from the fact that there are now orders being taken for future deliveries which embrace a contingency that in the event of there being a war tax the price will be advanced to this extent without further negotiation. Naturally there will be no pre-intimation regarding the increase of the war tax as this would have the tendency to stimulate buying and bring in stocks which would reduce the imports after the tax had been imposed and thus interfere with the revenue, but there seems to be some reason to expect that petroleum products may be called upon to contribute a share to the war fund.

Compensation Act

HARDWARE and Metal is in receipt of a number of communications from retail hardwaremen in Ontario who ask for information regarding The Workmen's Compensation Act. The enquiries have been answered by mail as far as pos-

sible. There are several features in connection with the Act which are not quite clear to the retail merchants. It appears that some retailers thought the new Act would be a benefit to them but they became doubtful when a deputation of retail merchants waited on The Workmen's Compensation Board and asked to be excluded from the provisions of the Act. From changes made in the Act as a result of the visit of a deputation from the Retail Merchants' Association it appears as though the retailers secured what they asked for and that small employers in many lines will be omitted from the operation of the Act. Included in the list of those exempted are wholesale and retail mercantile businesses. Machine shops, repair shops, tinsmith shops, blacksmith shops, etc., when not incidental to an industry under the Act are excluded unless at least four men are usually employed therein. Some retailers are still of the opinion that they should be included, that is provided the cost each year would not be too high. Hardware and Metal has taken the matter up with the proper authorities and hopes to present the situation clearly to our readers within the next week or two.

The Rubber Industry

AN Order-in-Council recently issued at Ottawa prohibiting the export of rubber from Canada to any country other than the British Empire attracts attention to an industry, the importance of which in Canada is not generally realized to its fullest extent. Canada imports about four million dollars' worth of crude rubber annually, the exports of rubber goods amount to one-half million dollars. The balance is consumed in Canada. The rubber industry has been somewhat affected by the war and by the financial stringency. Brazil is one of the chief rubber-producing sources and also the Belgian Congo.

While rubber is used to an almost unbelievable extent in the manufacture of thousands of articles, it received its greatest impetus in consumption during recent years. The greatest impetus to consumption occurred when the bicycle craze took hold and when rubber was required for tires, and later on when the demand for automobile tires became so heavy. In the United States in 1900 but 60,000 auto tires were made; last year there were 7,500,000. This will give some idea of the increase in the demand for rubber during recent years.

Hardwaremen in addition to selling bicycle and auto tires dispose of large quantities of rubber hose, sheet and gasket packing, tubing, belting, etc.

The Rodent Pest.

A STATISTICIAN recently compiled evidence showing that rats consumed one million dollars' worth of food a day in Great Britain. The same authority stated that in France the rats cost two cents per day. It is estimated that in Great Britain there are over forty million rats while in India with a population of over three hundred millions there are over four times as many rats as human beings. These statistics are indeed startling and the feeding of this enormous number of rodents presents a heavy and needless drain upon the resources of a country. Some time ago an international association was formed in France for the purpose of ridding the world of the pests. The chief items of expense

charged against the rat are his expense in consuming food and the fact that he is one of the worst of disease carriers. Many of the greatest plagues that have broken out since the earliest times have been attributed to rats who carry the disease from one country to another. They have been charged with spreading such diseases as yellow fever, bubonic plague and many others. They serve no good purpose and are a source of danger as well as a needless expense. It would be the part of economy if some means were devised whereby the rats could be exterminated. This is a problem which could be taken up by the Commission of Conservation a Commission which is accomplishing much good along other lines and could no doubt do effective work in this connection. The "Swat the Fly" movement has met with great success throughout the land. Why could not a "Trap the Rat" movement be started? Incidentally the retail hardwaremen could be of great assistance in boosting the movement and in pushing the sale of rat exterminators.

The Empire's Food and Canada's Position.

NOT to-day do we realize the importance of the service which Canada can do in feeding the people of the United Kingdom; a year hence is when the strain will be felt. The war has not interfered with the world's harvest of 1914 to any serious extent; what the harvest of 1915 will be no one can foretell at the present moment, but everything points to a very serious agricultural disorganization throughout Europe. In the crisis Canada may play a more important part in supplying wheat than in supplying men and the report that the area for cultivation on the prairies has been increased by twenty-five per cent. (sometimes estimates are 50 per cent.) this fall has a wealth of significance. It indicates that the people "are coming back to earth."

The development of Western Canada must necessarily be agricultural. Farming is the one great industry. Realization of the great agricultural resources of the country brought an inrush of wealth and, with it, a tendency to discount the future.

The readjustment will be complete when production catches stride with the rapid development of other interests; when the actual money is being brought out of the ground that warrants the value which has been placed upon it. An acreage increase of twenty-five per cent. in one year is a long stride in this direction. Our rapid advance has been due to a considerable extent to "what the country can do"; "what the country is doing," is a better basis.

The future has not been over-estimated but the inclination has been strong to discount that future; to realize upon an asset without making that asset produce. Now we are to have the production.

ONE OF THE greatest needs in the retail hardware store is practical salesmanship. The bulk of the goods offered for sale in the hardware store are practical articles, to be used in practical work. The customer wants to know all about the article he is thinking of buying—how it is used, how it was made, what particularly good points it has. When a salesman can satisfy his customer on all such points, without taking up too much time, he is pretty close to being 100 per cent. efficient.

Practical Problems for Sheet Metal Workers

Article No. 10 of Series

By Chas. Seivers

DEFINITION of solid figures. A solid has length, breadth and thickness. The boundaries of a solid are surfaces.

A Cube. Fig. 1.

A cube is a solid figure contained by six equal squares or sides.

A Prism. Fig. 2.

A prism is a solid having similar, equal and parallel bases or ends, its sides forming similar or equal parallelograms.

A Pyramid. Fig. 3.

A pyramid is a solid body, on a triangular or polygonal, or a square base, and terminating in a point at the top. The figures outlined by A, B, C show part of the base, the point E is the apex.

A Cylinder. Fig. 4.

A cylinder is a long round body of uniform circumference or a solid figure described by the revolution of a right-angled parallelogram about one of its sides, which remains fixed.

A Cone. Fig. 5.

A cone is a solid described by the revolution of a right-angled triangle, about the side containing the right-angle which remains fixed. The base of the cone as at A, B, C, is a circle, the point E is the apex.

A Sphere. Fig. 6.

A sphere is a solid or volume bounded by a surface, every point of which is equally distant from a point within, called a centre.



HOW WORKMAN & CO. STARTED

(Continued from page 33.)

for it by their customers, and in an effort to please, a stock was secured. Demand for a multitude of things made itself felt, and was satisfied by getting in new stocks. Angles were asked for almost every day, being in constant demand by mill owners for various purposes. To-day they constitute a big item in the firm's sales.

With the rapid development in the automobile business, a new field presented itself. Particular attention was paid to wrenches. In a city as aristocratic as Ottawa, automobiles were plentiful, and those who owned them were wealthy enough to take a pride in their tools, as well as their cars. Anything

new in the way of a wrench got a showing in the Workman store. A watch was kept for men in need of a special screw or nut, and no pains were spared in supplying it. This brought more business, and an enviable reputation. Motorists knew that almost anything connected with their automobiles could be duplicated at Workman's. It is significant that among their big customers they count almost every garage in town.

By attention to business in big and small things, Workman's have invaded every territory relating to mill, tool and machine supply business, not excepting electrical supplies, which enjoy a big sale. The policy of Alexander Workman of the olden days in carefully courting the blacksmith's business is still carried on, and is bearing fruit.

The fruit is seen in the splendid new four-storey building now being erected for the firm, extending from Queen right through to Sparks street, which will be ready for occupation next month, and will be the new home of A. Workman & Co., Ltd. The store is located on the ground floor, has a double front, and extends back 90 feet.

The second floor will be devoted entirely to heavy goods, such as machine bolts, blacksmith's tools, wire rope, pul-

leys, belting, etc. The top floor will be devoted to carriage woodwork. This is another business which has developed within recent years, and here again, success can be attributed to a desire to give satisfaction by having the very latest goods in stock. It developed from the blacksmith end. They always handled carriage woodwork and rims. Their great opportunity came when a change was made from the high to the low wheel. Lower rims were in demand, and Workman's started to stock them early. It soon became known that they carried odd heights in rims, and by following this business up closely, it soon developed to large proportions.

Perhaps too little has been said in this article about blacksmith supplies. It was this line which gave life to all the other departments, and to-day is still a business to be reckoned with. Mr. Workman, Jr., spends much of his time on the road attending to this line, principally the farmers' trade. As in carriage woodwork, mill supplies, machinists' tools, an effort is made here to see that supplies are right up to date. New lines are at once put into stock. Shoers come from all over the city, because they know they can secure anything they require at Workman's.

PLATE 10



Fig. 1

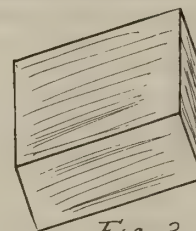


Fig. 2

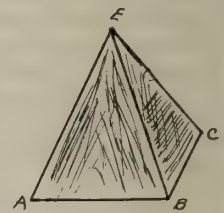


Fig. 3

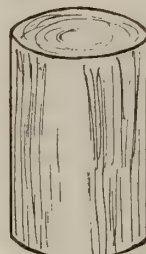


Fig. 4



Fig. 5

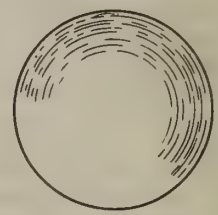


Fig. 6

New Series on Card Writing

HARDWARE and Metal has completed arrangements for another splendid series of articles on card-writing. They are from the pen of R. T. D. Edwards, a card-writer of well-known ability in Canada and the first will appear in the near future. All those interested in the writing of display cards are urged to watch for the opening lesson in the series, for we can confidently state that it will prove to be the easiest, most practical and best that has ever been presented to the Canadian trade.

Because Mr. Edwards has ideas of his own with regard to card-writing, he is departing much from the beaten path in the preparation of the articles. He has adopted the simplest methods in the work, doing away with all "red tape" which worries and confuses the new student. The series will therefore not be the "lot for your money" brand, but simple, easily understood and readily followed lessons that can be turned into actual cards in a short time. Little time will be wasted by keeping the student at too much work on elementary lines and curves which so often become tiresome and non-interesting. In other words readers of this paper will be presented with straight, practical pointers on this all-important subject and will not be burdened with "dead wood" and novelty stunts which are to-day not recognized in up-to-date, modern merchandising.

From modern Roman figures, each article will be carried step by step demonstrating how to form each letter and figure with the least possible number of strokes and yet obtain the best results. There will be outlined Roman, brush stroke Roman and different styles of bold-face lettering suitable for large cards, posters, etc.; all styles of pen lettering which forms a big section of modern card-writing will be given, including the uses of Round writing, Payzant, music pens, etc. There will be a readable, modernized Old English script type and the Bradley alphabet shown, and some modern lettering which Mr. Edwards has recently gotten together. Speedy forms of the alphabet will also be gone into thoroughly.

One feature of these articles is that each will contain the finished show-cards showing the effect of the lesson put into actual use. The cards will also be seasonable so far as they can be made applicable for business purposes in the succeeding month. Economical ways to use and mix colors properly along with many little kinks and wrinkles that help to simplify the work will be discussed.

One article will deal with the uses of cut-outs and their proper handling—how to make a silhouette and spatter drawings without any knowledge of drawing whatever. Shading will be described as all card-writers should have a knowledge of that feature of the work. There will be lessons on ornamental designs and illuminated caps and also on the best systems to use in the laying out of show-cards.

Air-brush work, with its dozens of different uses, will be gone into closely towards the end of the series. Shadow script lettering, the execution of air-brush design with the use of stencils, and drawings done solely with the air brush will be some of the features of the air-brush work.

In addition, the Edwards' series will include many minor details too numerous to mention here, but which will be taken up as the series proceeds and the proper time comes for their insertion. Clerks wishing to improve their usefulness and selling power, as well as dealers who believe in the power of the show-card as a silent salesman, should follow the series from beginning to end. The first lesson may be expected soon.



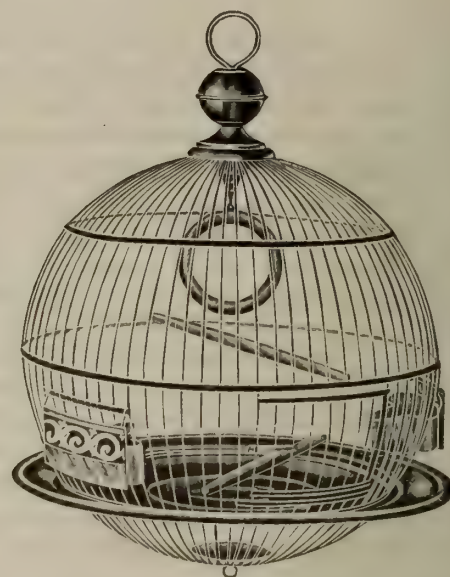
"HENDRYX"

A word for quality

Original
Globe Cages

U.S. Patent Dec. 16, 1906

This Cage
has also been
copied. We earnestly
invite comparison and take
this method of informing the
trade that the high quality
of the "HENDRYX" Cage
has not been lowered
but remains the acme
of the cage
world.



No. 6000

Globe Cage
Polished Base

Watch for our other styles to be imitated

"HENDRYX"

always for
Originality,
Workmanship,
Design,
Finish and
Style



No. 6030 Guard

New Style Globe Cage
Polished Base

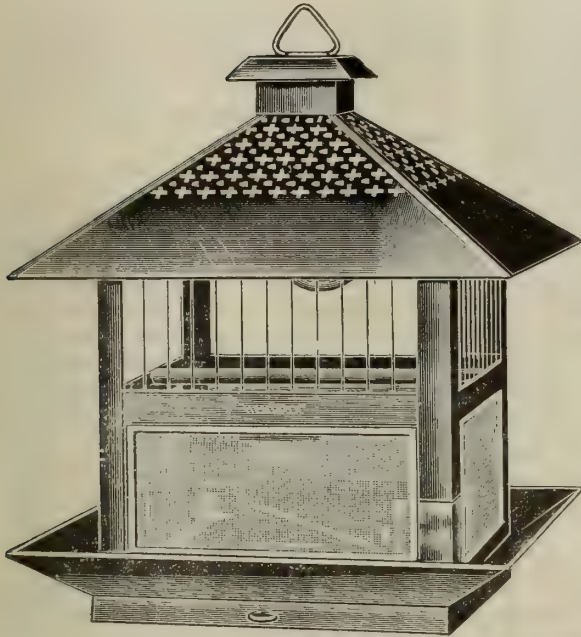
THE ANDREW B. HENDRYX CO.
NEW HAVEN, CONN., U.S.A.

"HENDRYX"

A word for quality.

Original Mission Cages

U.S. Patent Sept. 29, 1908.



No. 8000 Guard
The Mission Cage

Our cages here illustrated have the distinction of being poorly imitated in your market. The Mission Cage was original with us, but since then have many improvements we shall show in a future issue.

EVERY

"HENDRYX"

CAGE has this **name** stamped on the under-side of the base, or on the door.

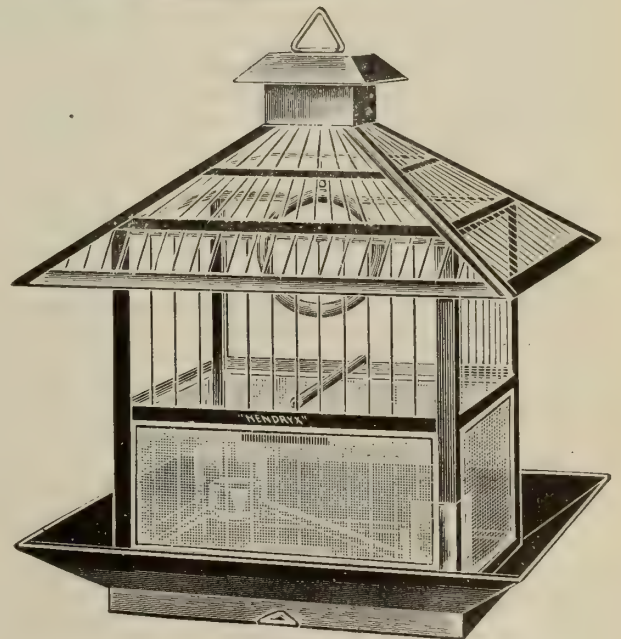
Made of **brass** throughout.

Furnished with either **wire** or **glass** guard.

Dull Brass

Polished Brass

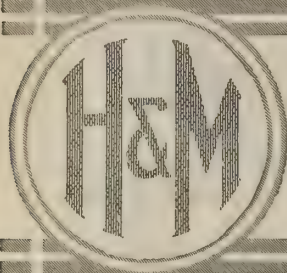
Antique Copper



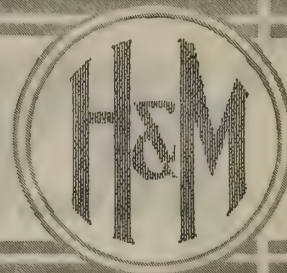
No. 8020 Guard
New Style Mission Cage

THE ANDREW B. HENDRYX CO.

NEW HAVEN, CONN., U.S.A.



Current News



Fire Losses.

Hull, Que.—Jos. Paquin, furnaces and stoves, suffered loss by fire.

Obituary.

Brockville, Ont.—The death occurred here recently of A. G. Dobbie, of A. G. Dobbie & Co.

Annual Convention.

The annual sales convention of the sales staff of Brandram-Henderson, Ltd., will be held at Montreal commencing Dec. 15. The entire sales force will be present.

Dominion Incorporations.

The Smith's Falls Brass and Aluminium Foundry Co., Ltd., capitalized at \$60,000, head office Smiths' Falls, to manufacture and deal in brass, bronze and aluminum castings and other metal specialties.

Business Changes.

Milverton, Ont.—B. Kriesel, hardware, has sold out to A. C. Clemens.

St. Catharines, Ont.—The Lincoln Conservative Association at a special convention selected Alderman J. D. Chaplin of the Welland Vale Manufacturing Co. as candidate in succession to E. A. Lancaster, M.P., who will retire at the end of the session.

Hardwaremen for the Front.

Before leaving the employ of Emerson & Fisher, Ltd., hardware and stove merchants, Germain street, St. John, N.B., this week, four of the staff, Joseph Beekwith, Wm. Atehison, Robert Gabriel and James Malcolm, were presented with wrist watches. The presentations were made by Wm. Allen in behalf of the staff and firm. The young men will leave with the 26th battalion under Lieut.-Col. J. L. McAvity for the front.

Personal.

John C. Newman, Montreal manager for the McClary Manufacturing Company of London, Ont., who has been laid up with an attack of appendicitis, is rapidly recovering and will soon be able to resume his business activities.

C. C. Ballantyne, vice-president and managing director of the Sherwin-Williams Paint Co. of Canada, Ltd., Montreal, was a business visitor at the Toronto branch last week.

William H. Evans, representing in Canada Messrs. Blundell, Spence & Co., Limited, of Hull, England, has been nominated as a director, in Montreal, for the Commercial Travellers' Association of Canada. With his long and varied experience as a traveller and salesman throughout the Dominion, Mr. Evans should be a valuable acquisition to the local board in Montreal.

Maritime Industrial Rally.

Dealers throughout the Maritime Provinces are alive to the significance of the slogan, "Business as Usual." Every possible effort is being made to keep up the interest in general mercantile matters, to keep the trade bright and confident, and this was practically the keynote of a very large representative meeting held this week in Amherst, N.S., at which merchants from all sections of the Maritime Provinces were in attendance. A strong resolution was passed at the meeting, which was practically a united gathering of the Maritime Boards of Trade and the Maritime Branch of the Canadian Manufacturers' Association, favoring the holding of a big "industrial rally" on December 17, to discuss and formulate methods for advancing the general interests of the whole population of these provinces.

A capable executive committee was appointed to consist of George Henderson, Halifax; A. H. Wetmore, St. John; E. T. Higgs and Bruce Stewart, Charlottetown; J. O. Read, Summerside; J. P. McNaughton, Sydney; H. G. Grant, New Glasgow; C. W. Montgomery, Truro; G. T. Douglas, P. C. Black, E. N. Rhodes, M.P., J. A. McDonald, D. A. Morrison, A. G. Robb and J. H. Douglas, of Amherst. They will carry into effect the purposes of the resolution and will arrange for a meeting to be addressed by Sir Robert L. Borden on Dec. 17, the gathering to be open to business men, manufacturers, and representatives of commercial interests.

New Steel Plant Ready.

Montreal, Que.—At the new plant of the Armstrong, Whitworth of Canada, Ltd., construction operations are being rushed to completion and it is expected that everything will be ready to commence manufacturing within a week's

time. It is the intention of the firm to manufacture a grade of steel not now being made in Canada. In a recent interview the superintendent, W. F. Clark, stated:

It is our intention to supply tools to manufacturers that will increase their output and enable them to compete better against foreign manufacturers. At the commencement of operations we shall manufacture a high grade crucible steel, part of which we shall make into drills, taps, cutters, dies and generally tools most needed in machine shops. It is our present intention to manufacture drop forgings next year. We may possibly build a projectile shop next year, and from time to time will make any further extensions covering expert work, where the necessity arises."

Although controlled by English capital the operation of the plant will be altogether Canadian and all of the labor employed, about two hundred hands to commence—will be Canadian with the exception of some expert department heads.

Canadian Goods in England.

During the third week in November there entered the Port of Manchester, via that city's ship canal, a cargo of unusual interest. It was also a cargo of unusual interest to Canada. It consisted of a thousand tons of wire nails, and these nails were of Canadian manufacture. They were the first contribution of that particular type that Canada had made to the markets of the Mother Country. They were sent to the order of the firm of Johnson, Clapham & Morris, and the news that they were available was rapidly circulated through the trade. There has been a dearth of wire nails in Great Britain since the war was entered upon, and prices had risen abnormally. These Canadian wire nails were pronounced to be of excellent quality, and a rapid demand for them sprang up immediately.

J. B. Clarkson, one of the foreign travellers of Messrs. Keep Bros., hardware merchants, of Birmingham, England, recently returned from a long tour, during the term of which he spent a considerable time in Canada. He came back to England with a remarkable appreciation

of the loyalty of the whole of the self-governing colonies. Speaking of Canada, he said: "What struck me most there was the wonderful way in which all parties have been welded together by the war. On matters of general policy, the French and what are known as the Cosmopolitan Canadians are often as wide as the poles asunder; but now they are with the Old Country in one compact whole." Mr. Clarkson said there would probably be a great improvement in Canadian trade after the war, and spoke very hopefully of the future of exports of British cycles and motors there.



An Explanation.

On page 40 of the Nov. 28 issue of this paper an interview with W. A. C. Hamilton, sec'y-treasurer Consumers Cordage Co., Ltd., was published. Owing to a slight error in punctuation, there is a possibility of taking the wrong meaning out of the last paragraph, which read in part as follows: "while business in the larger centres has quieted down to a noticeable extent, throughout the Middle West, and particularly in Ontario and Quebec, fairly normal business is being done by the jobbing trade."

The item should have read: "That while business in the larger cities has quieted down to a noticeable extent throughout the Middle West, a fairly normal business is being done by the jobbing trade, particularly in Ontario and Quebec."



TENDENCIES IN CHRISTMAS BUYING THIS YEAR.

(Continued from page 31.)

difference is that the department store always shows the goods and each article is accompanied by a price tag showing the price in plain figures. This also is the case in some hardware stores where the household goods department is constantly kept well before the public.

Unfortunately it is not the case in a good many other stores. There are still a good many merchants who make little or no effort to secure additional Christmas business by featuring practical household goods. These merchants are content to simply take the business that comes along and leave a great deal of profitable business to be gathered in by more aggressive merchants in other lines.

Where merchants are losing business in this way it is generally their own fault—they are the losers. The department stores are selling large quantities of household goods.

How are your sales, Mr. Hardwareman?

Christmas Window Contest

FOR many years past it has been customary for Hardware and Metal to conduct a Christmas window display contest each year. This contest has become an event of wide interest for all Canadian retail hardwaremen interested in window trimming. The competition has been keen and each year has seen a wider and more representative response, culminating in the big success scored last year. During the last few weeks of December, dozens of photos were received at Hardware and Metal's office. The standard of the displays entered was so extremely high that the comment of one of the judges to the effect that "hardware window trimming has been put on a new plane," was fully justified. The announcement of the awards was eagerly awaited.

In accordance with past custom, two contests will be conducted this year—one for stores in places under 5,000 population; the other for places of 5,000 and over. No restrictions will be set on the style of display or the goods used in the arrangement, except that each window must be arranged with an eye to the Christmas trade. The prizes will be as follows:—

PLACES OF 5,000 AND OVER.

First Prize	\$10.00
Second Prize	5.00
Third Prize	3.00
Fourth Prize	2.00

PLACES UNDER 5,000.

First Prize	\$10.00
Second Prize	5.00
Third Prize	3.00
Fourth Prize	2.00

Contestants will note that two fourth prizes are offered this year, and also that the prize money offered in each case is larger than in previous years. The prize winners in last year's contest were: Places of 5,000 and over: First prize—Fred. J. Mills, with Mills Hardware Co., Hamilton, Ont.; Second Prize—Chas. Byford, with Bond Hardware Co., Guelph, Ont.; Third Prize—C. H. Smith, with J. H. Ashdown Hardware Co., Calgary, Alta. Places under 5,000: First Prize—W. S. Petrie, with D. Leckie, Kelowna, B.C.; Second Prize—D. E. Tait, with T. S. Tait & Sons, Campbellford, Ont.; Third Prize—John F. Bingham, with G. A. Binns Hardware, Newmarket, Ont. The following received honorable mention: Jules Gordeau, with J. H. Ashdown Hardware Co., Winnipeg; W. S. Bate, with McLaren Hardware Co., Calgary; L. A. Phaneuf, with South Hill Hardware Co., Moose Jaw, Man.; R. H. Thornhill, with the P. Hymmen Co., Berlin, Ont.; Chas. H. McGibbon, with Peterboro Hardware Co., Peterboro, Ont.; A. L. Shiells, Kincardine, Ont.; H. H. Otton & Sons, Barrie, Ont.; Thos. Houghton, Parkhill, Ont.; J. Sutherland, with the Whitlen Co., Bracebridge, Ont.; Jas. Craig, with Van Tuyl & Farsbank, Petrolia, Ont.; Ted Robert, with B. Carriere & Fils, Hull, P.Q.

Since last year's contest a large number of new window trimmers have developed in the Canadian retail hardware trade and there promises to be keen competition in this year's contest.

The contest closes on Saturday, December 28. No photos received after that date will be entered unless there is proof that they had been delayed in transit.

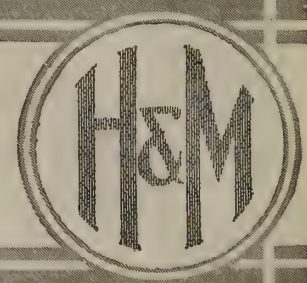
All matter should be addressed to "The Editor, Hardware and Metal, 143-153 University Avenue, Toronto," and marked "For Christmas window contest."

ARE YOU GOING TO ENTER?



New Hardware Goods

Offered Canadian Hardwaremen



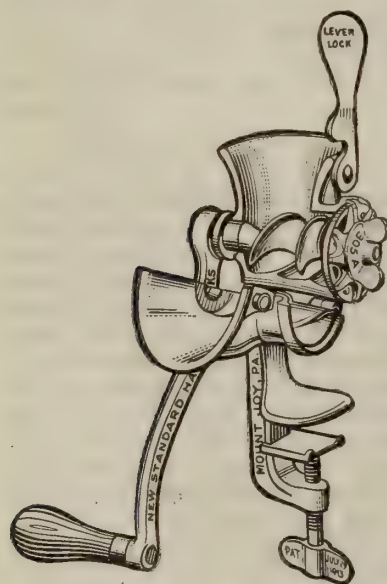
NEW STANDARD CHOPPERS.

New Standard Hardware Works, Mount Joy, Pa., are offering the Canadian hardware trade the new Standard food and meat choppers in five sizes.

New Standard choppers are said to be strictly sanitary. By means of a lever lock the hopper opens wide like a book and is easily cleaned. The lever lock is long and flat, eliminating the possibilities of it locking hard or injuring the operator.

The manufacturers make the following claims:

By means of a cone-shape forcer all food products are loosened, not crushed,



New Standard Food Chopper.

as fed through the knives. It prevents crushing and mashing, the foods retain their juices, resulting in a perfect cut product.

Knives, ground to a perfect edge, acting against a sharp, highly polished steel stationary knife, cut keenly—cleanly like a pair of scissors, as fine or coarse as desired. Two edges that sharpen themselves, one acting against the other; meats will not clog these cutters.

End thrust of the forcer is taken by a steel collar cast in the worm. This is important and is an exclusive feature found only in the New Standard choppers.

A rigid table clamp is another point.

It will not mar the table surface, and a firm, positive grip is effected which pre-



Savoy Bread Box.

vents the machine from shifting while in use.

The choppers are well designed along graceful lines, double tinned, which makes a lasting mirror finish, guaranteed rust proof. Choppers are packed one to a cardboard carton, with direction tag and knives wired fast to each machine.

SAVOY BREAD BOXES.

Among the new lines recently placed on the market by the Sheet Metal Products Co., Toronto, is the Savoy Bread Box here illustrated. The box is made in three sizes. The special features claimed for the new line are the seamless rounded corners; seamless embossed covers; the absence of solder and acid.

C-BE-CO. HAND LANTERN.

The Chas. B. Ellis Co., 301 Power Bldg., Montreal, are placing upon the



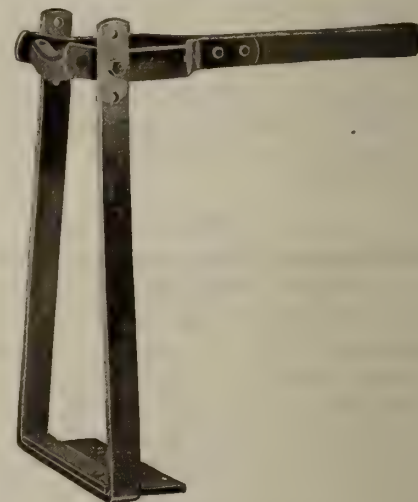
The C-Be-Co. Lantern.

market the C-Be-Co. Electric Hand Lantern, which uses an ordinary dry cell of standard size. It is claimed that the lantern will burn continuously for 100

hours with one battery, which can be replaced at low cost. The lantern, which is nine inches in length and two and a half inches in diameter, comes in three finishes—solid brass, polished; solid brass, nickel plated; and steel, black rubber finish.

NO. 501 TIRE SAVER.

Richards-Wileox Canadian Co., Ltd., London, Ontario, are placing on the market a new tire saver or storage jack. It is made entirely of steel with leather lining on the yoke to prevent marring the hub. It is adjustable for cars of all sizes from a Ford to a 36-in. wheel. One downward push is all that is necessary to raise wheel clear of the ground. It



No. 501 Tire Saver.

is said that any car can be set up in 20 seconds. It is claimed that an increase of at least one-third in tire mileage is obtained by using these jacks whenever the car is in the garage. They are indispensable during the winter for any owner who desires to avoid damage to tires and rims while car is not in use. They can be retailed in Ontario at \$4 per set.

STANLEY GARAGE HARDWARE.

The Stanley Works, New Britain, Conn., are placing on the market a new garage hardware set, No. 1776—J1, consisting of the following:

3 pairs No. 960-J1 10-inch extra heavy T hinges, reverse pad with screws. 1 only No. 1055-J1 6-inch Chain Bolt with three staples and screws. 1 only No. 1055-J1 6-inch Foot Bolt, including floor plate and screws. 1 set No. 1260-J1 size 4 Thumb Latch with screws. 1 only No. 1257-J1 size 4 handle with screws. J1 is a dead black Japan finish and gives the hardware a neat, dignified appearance. The wrought steel chain bolt No. 1055-J1 6-inch, is said to be a strong and safe fastening for the top of the door and is easily operated. One indication of the quality in this bolt is the Stanley Sherardized spring. This process is said to absolutely prevent rusting and breaking. The bolt may be reversed by removing set-screw from bolt proper, turning bolt around and replacing set-screw in the opposite side. Width of plate, 2 inches; length, 5 inches. Chain, 24 inches long. Bolt, $\frac{3}{4}$ -inch round. Chain guide staple and screws included, also three bolt staples for different styles of construction.

The wrought steel foot, No. 1056-J1, 6-inch bolt, has the same size and design plate as the chain bolt, namely, 5 inches long and 2 inches wide, so that when used together these bolts have a very neat appearance. The spring of this bolt is also Stanley Sherardized to prevent rusting. The cap and release are of solid bronze. The rectangular floor plate has oval shaped hole to take care of shrinkage in the door. Size of floor plate, $2\frac{3}{8} \times 1\frac{3}{8}$ inches. Hole, $1\frac{1}{4} \times 1$ inch. Bolt has $1\frac{1}{4}$ inch stroke.

at joint is $3\frac{1}{8}$ inches; length of joint, 7 inches; $1\frac{3}{4} \times 14$ screws are packed with the hinges.

The thumb latch is made of wrought steel; the handle measures $8\frac{7}{8} \times 2\frac{1}{2}$ inches; fitted with padlock eyes so that the door can be securely locked.

KITCHEN KUMFORT TOASTER.

The new Kitchen Kumfort Toaster here illustrated, is being offered to the



Kitchen Kumfort Toaster.

Canadian trade by the Andrews Wire Works of Canada, Ltd., Watford, Ont. The following claims are made by the manufacturers:—

It can be used on either a gas or gasoline stove. Bread toasted on the Kitchen Kumfort toaster will be evenly brown instead of light and dark in places and burned or untoasted in others.

The delicious quality and even color of the toast made on the toaster is due to the special design of the base plate,

rests, is slanted at exactly the right pitch to utilize all the heat and distribute it over the entire surface of the bread. The body of the toaster is made of full finished sheet steel. The bread rests are nickel plated and polished, one of them being hinged to afford access to the inside of the toaster for disposing of crumbs and cleaning.

The toaster is 5 inches high and the radiator bottom is $8\frac{1}{2}$ inches in diameter. It is packed a half dozen in a corrugated shipping carton.

PENN SAFETY RAZORS.

A. C. Penn, Inc., 100 Lafayette St., New York, N.Y., recently placed on the market the Penn Safety Razor and Penn Sheffield blades. The new razor, which is shown in the accompanying illustration, complete with five Penn-Sheffield blades, retails in Canada at \$1.25. The extra blades retail at 35 cents per package. The maker claims that the blades will fit perfectly the Penn razor, the Mark Cross and the Enders razor. Mr. Penn, the president of the company, in speaking of the new razor, said: "After perfecting the Penn-Sheffield blades which are made of the finest quality Sheffield steel, we produced the most efficient, easiest-to-operate, and attractive safety razor it is possible to produce. After making the razor mechanically perfect we sought to make it attractive by triple-silver plating it and packing it in an unusually attractive and serviceable case, and putting that case in a special carton."

Penn-Sheffield blades are said to be made of the very highest grade and quality of English steel. Extra packages of blades are put up on attractive

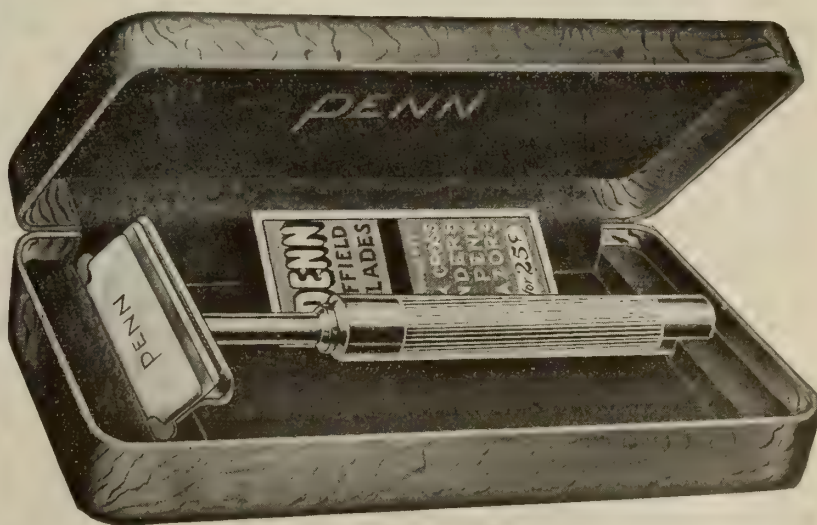


Stanley Garage Set.

The hinges packed with the set have reversed pads to permit application to jamb of the door. The width of strap

which is formed and perforated to insure proper distribution of the heat.

The wire rack against which the bread

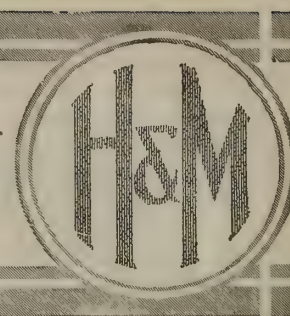


The Penn Safety Razor.

counter show cards. Full information and descriptive matter regarding the new razor will be mailed on application.



Junior Clerk's Page



Different Kinds of Hardware Clerks

An Interview With a Quebec Retailer — Big Difference in Clerks—Teaching the Clerk.

By James E. Walker

I STOPPED off recently at a certain town in Quebec Province, to see a certain merchant. He was out for dinner at the time, so I waited around the store, noting their methods of displaying things, and occasionally listening to the manner in which the clerks addressed their customers. There was one rather stupid looking fellow behind the counter, who contrasted strangely with his fellow clerks. Instead of the smart, clean-cut businesslike manner one generally finds in clerks, he was carelessly dressed, and his appearance was unkempt.

He would not have impressed himself so much on my mind had he not made an unfortunate break. It brought very forcibly to my mind a remark which had been uttered by a friend the week previous: "Some merchants would do better to pay their clerks ten dollars a week to keep away from their stores, for they lose that much business every week, and are a detriment rather than a help." He was speaking particularly about dry goods stores, but his remark seemed very apt in this case.

While I was standing there, a lady entered. The store was in the centre of the town, and being Saturday night, quite a number of women were passing in and out of the store. This woman asked for some tacks, and this clerk referred to waited upon her. He handed her exactly what she asked for—a box of tacks. She opened the box, and said: "Oh, this is not what I wanted. I want some so long," indicating with her fingers something about an inch and a half. This tickled the clerk. The idea of tacks an inch and a half long was absurd. He had never seen any, and he did not think if she tried every store in town she would get any. So she left the store, and probably got what she wanted across the way. She had simply made the mistake of using the word "tack" instead of "nail." It was a clear case of

a clerk without brains driving customers out of the store.

When the proprietor entered I asked him if this young man was a regular member of his staff. This was his reply:

"No; that boy is very willing, but he will never make a clerk. I generally use him for carrying gasoline and oil up from the cellar, doing chores, and helping the other clerks. He is splendid for that. He takes an interest in the store, but is very slow. Although he is twenty years of age I am only paying him eight dollars a week. As long as he likes to stay around and do that kind of work I can keep him, but he need never ask for more money. As a clerk he is not worth eight dollars; he shows no tact whatever in handling customers."

Just what I thought. The opportunity then presented itself to ask this merchant a few general questions regarding clerks. He did not require much questioning; he has his own opinions, and was very quick in expressing them. Speaking of his own staff, he said: "Some months ago I had a fire in the cellar. The flames were getting near the oil, and it required prompt action to save the building. Conscientiously I could not ask the boys to go down below, so I went myself, and they came right after me. If it had been some stores, the clerks would have let it go to blazes, but I had always made it a point to look after the interests of my clerks, especially the married ones, and in this critical situation they did not forget me. The store was saved, but with little damage; but, without the goodwill of my help, it would certainly have been destroyed before the fire brigade arrived. I take a very personal interest in my clerks, and if others did, there would be more loyalty in our hardware stores.

"Do you know," he continued, "I sometimes think our trade papers do not

give enough attention to the simple things. It is surprising how these boys study the papers which come into this store, but some trade papers shoot over their heads. The clerk is at school, and he wants the A B C of hardware. He wants to know the very first things. One of the most interesting things I ever saw was a moving picture of a gun factory. I never had much idea how guns were made, but I knew after seeing that picture. If a clerk knows how an article is manufactured, it will give him more confidence.

"Confidence counts for a great deal with a clerk. You take a boy selling a pair of pliers. Listen what he says: 'Here's a pair at two and a half, here's another at a dollar and a half, and here's a pair at seventy-five cents.' The man takes the pair at seventy-five cents. Now, if that boy had known wherein the value of the two and a half dollar pair lay, he could have pointed it out to this customer; if he had had self confidence, his sale would have been nearly four times as big. That's the objection I have to girls and small boys; I want clerks who will use their brains behind the counter, and I will pay them good salaries.

"I saw some people leaving the store the other day. I met them at the door and asked them if they had secured what they wanted. They said they had been attended to, but were not sure about the value of the articles they had been shown. I took them back, and went into the matter with them. When I was through they had confidence in me, because they saw that I had confidence in myself; thus the sale was made.

"The clerk requires a lot of training and if he does not get it right, if he is unable to receive it, he will fail, especially when he starts in business for himself. Take that head clerk of mine; he knows how to buy, and he sells fairly well, but I believe he would fail on the financial end if he went into business. His chief value to me is in the remarkable control he has over the other clerks. He makes some bad bulls in not knowing how many to buy; he only takes in to account the fact that he is out of

(Continued on page 50.)



Weekly Market Reports

Statements From Buying Centres



THE MARKETS AT A GLANCE.

The chief price fluctuation during the week took place on wire nails which have dropped to \$2.05 base as a result of price-cutting, no doubt caused by keen competition for the small amount of trade which is passing. Business in metals is rather quiet, but a much better sentiment exists and orders are more numerous than they were two or three weeks ago. The return of mild weather has had a depressing effect on business and has slackened the demand for cold weather goods. Travelers working the country districts are securing very fair orders. The industrial centres are still quiet, although there is a fair enquiry for Christmas goods. Paint travelers are booking for spring delivery and orders from the smaller places compare favorably with those of last year. A branch manager of one firm states that in the territory served by his branch the spring orders for paint show an increase over those of last year. Collections on the whole are fair.

MONTREAL.

MONTREAL, Dec. 2, 1914.—At the moment the trade is busy with the last calls on holiday orders. This indicates an improved condition, showing that in many cases orders were sliced too fine for the demand which has developed. This is also shown with regard to such seasonable lines as sleigh bells, hockey goods, etc. Generally business in country districts is good, and this takes in farmers' lines and staples. Business in country districts from Toronto east is said to be good, with the cities still slow, although somewhat improved with the holiday trade. Close of navigation has not had a very general effect, from the fact that orders had been graduated and continue to

come in a small way. Building lines in metals and other materials are very slow even for this season, and stoves and furnaces are in the same class. Metals, which are used in the manufacture of munitions of war, are very active. Lead was the feature of the week, soaring to high prices and then reacting to below the starting point. Antimony continues high. This metal, for example, was subject to cancellation of orders on the part of British exporters, and supplies have even been returned from the United States. Ten per cent. of shrapnel shell material is antimony.

The disappearance of the snow, which had made good sleighing, has had a rather depressing effect. The weather has been unseasonably mild this week.

Tin.—The tin market has strengthened during the week, and the dealings show higher quotations. Locally quotations have not changed, still being 35c to 37c lb. The big markets show conditions to be very much unsettled, and the speculative interest is said to have made itself again apparent abroad.

Copper.—Although during the week there was an improvement in the copper situation in London and better prices, there is an easier feeling in the States owing to the idea that if lead prices have been too high, copper may be in the same position. Locally the market seems to be divided between strength and weakness. Price remains at 13 $\frac{1}{4}$ c to the trade.

Lead.—The lead market has been the feature of the week. In the States

prices soared in a spectacular manner, and it was expected that Canada would advance in sympathy. This would have been the case had it not been for quick and violent reactions, which resulted in the price coming down below the former levels, and leaving the situation weak. Prices are the same, but tending weaker.

Solder.—In sympathy with the strength of tin, there is a firm market here. Prices have not changed. Half-and-half, 22c; wiping, 20c to 23c, and commercial, 19c to 21c.

Other Metals.—Metals generally, with the exception of those that enter into the manufacture of munitions of war, are inclined to be easy; this refers particularly to lines used in the building trades particularly. Babbitt, No. 1, 27c; No. 2, 18c; and No. 3, 14c. Sheet zinc, \$8.75 in casks and \$9.25 in part casks. Spelter, \$6.

Antimony is firm and dear. It has been one of the features of the metal market since the opening of the war. British dealers at once cancelled their contracts for exports, and have even gone so far as to import from the United States. Whether this was a business move or done at the instigation of the Government has not been revealed, but it is evident that it prevented the necessity of the Government having to place an embargo against exportation. Antimony is used largely in the manufacture of ammunition, there being about ten per cent. used in the shrapnel shells.

Bar Iron and Steel.—This market lacks strength largely on account of weakness of demand. The base for bar iron remains at \$2. All metals which enter into construction programmes are weak.

Galvanized Sheets.—There is no strength to this market, the season being unfavorable for a consumer's demand. Prices have been unchanged since September.

Nails.—Building being dull at this season, and unusually so this year, the nail market is quiet. The prices are unchanged, the base being \$2.25 for wire and \$2.50 for cut nails.

Iron and Lead Pipe.—Demand is not strong, but prices remain firm, and this is particularly so of lead pipe.

MONTREAL QUOTATIONS.

Tin	35c to 37c
Spelter	6c
Copper	13 $\frac{1}{4}$ c
Lead, Trail, cwt.	\$5.00
Lead, Imported, cwt.	\$5.00
Antimony	17 $\frac{1}{2}$ c
Solder, $\frac{1}{2}$ x $\frac{1}{2}$	22c
Wiping Solder	20c to 23c
Aluminum, Ingot	22c lb.
Aluminum, Pattern	23c lb.
Wire Nails	\$2.25 base
Cut Nails	\$2.50 base
Pure Manila Rope	14c base
British Manila Rope	11c base
African Hemp	11c base
Sisal	9 $\frac{1}{2}$ c base
Lath Yarn	8 $\frac{3}{4}$ c base

Bolts and Screws.—Demand for bolts is very slow, but there has been some inquiry for screws of the size required for skates. Quietness in building is noted in this department. Quotations are shown in current market quotations.

Rope and Twine.—Conditions are very much unsettled, there being a difficulty of outlet on one hand, and a difficulty of supply with some materials on the other. Weakness of cotton products—sash cord and clothes lines—is particularly noticeable. Prices are unchanged for the week.

Wire Fencing.—A few orders are beginning to come in for later delivery, and travelers report that through the country there is a noticeable improvement in sentiment in relation to demand for next spring. In fact, it is stated that there is much more confidence than a year ago.

Woodenware.—Conditions here are generally quiet, although there is some interest in lines of German manufacture which cannot be replaced. Shortage would tend to put prices up, but lack of demand and competition tends in the other direction, and prices have generally changed little.

Builders' Hardware.—Building is slow for the season even and the demand shows the result. This is likely to continue pretty much the same until spring.

Cutlery.—Market continues strong, and is bound to get firmer. As fast as German lines are giving out they are being replaced by British goods at higher prices. There appears little disposition on the part of British manufacturers to duplicate the cheaper German lines.

Building Materials.—There is a continued quietness in this department. The country is not in the grip of the holiday trade season, and even with normal conditions there would be little interest in construction work.

Seasonable Goods.—Short ordering in

winter lines has led to rush orders at the eleventh hour for skates, sleigh bells, hockey sticks and similar lines. There is also a late demand for holiday goods.

Stoves and Furnaces.—The season of demand here is pretty well over so far as the dealers are concerned. The quiet season may be expected to extend for some time.

Kitchen Utensils.—Business here is slow, as might be expected at this season, and dealers have little hope of a revival of demand before the first of the year.

Wing Pumps Cheaper.—It is interesting to note that while German supplies have been cut off, there are some lines which do not indicate this in the price tendencies. For example, there has been a price war on in German wing pumps, the result being that the price was driven down about ten per cent.

TORONTO.

TORONTO, Dec. 3.—There is little change to be noted in the hardware market this week. The cold spell stimulated buying in reasonable lines, but this has fallen off slightly with the milder weather prevailing. Business in the hardware trade at this time of the year usually falls off to some extent, and the unfavorable industrial conditions have not improved matters. However, taking everything into consideration, the restriction in the volume of business in hardware lines is not much below normal. The belief is generally held that the present dullness is only of a temporary nature, and that it will in time give way to an era of pronounced prosperity. This can hardly be expected until the war is over, but in the meantime conditions will gradually improve. In manufacturing circles business is dull, with the exception of those firms engaged in making war materials. This business is having a favorable effect, and there is a steady growth of confidence partly on this account, and also because of the favorable outlook.

An important feature to be noted this week is the drop in the price of wire nails, which is dealt with fully in another column. The metal markets are firm. Copper and spelter, however, have advanced $\frac{1}{2}$ c and $\frac{1}{4}$ c per pound respectively. Tin is firm at last week's quotations, and solders are unchanged. The iron and steel trade is showing signs of a revival, and more business is offering. The market for old materials is dull at unchanged prices. Stoves and furnaces are moving out fairly well, and an improvement is anticipated when the cold weather returns. Builders' hardware is quiet, with the continued restriction in building operations. There is a steady volume of business in general hardware,

individual sales as a rule being small, but the aggregate satisfactory, considering the conditions prevailing. Some stores are showing attractive displays of seasonable goods, such as skates, cutlery, carpenters' and mechanics' tool sets, for which a good demand is anticipated for the Christmas trade. Rope and twine markets are quiet; there has been a fair demand, however, for Manila rope for ammunition boxes from the Government.

Tin.—The market is strong, but quotations are steady at 37c. The tin situation has improved, and there appears to be a more optimistic feeling with regard to the future of the tin market.

Copper.—Copper is stronger, and has advanced $\frac{1}{2}$ c, being quoted at 14 $\frac{1}{2}$ c per pound. There is considerable uncertainty in the copper market, as this metal is in great demand at present for war purposes, and, being contraband, cargoes are subject to seizure even when consigned to neutral ports.

Lead.—There is a good demand for lead, but the market is unsettled. The price is unchanged, being quoted at 5 $\frac{1}{4}$ c per pound.

Spelter.—The market is strong, and quotations are gradually advancing. Spelter is now $\frac{1}{4}$ c higher, being quoted at 6 $\frac{1}{4}$ c per pound.

Solder.—The market is steady and prices are unchanged. Detailed quotations are given in panel on this page and in current market quotations.

Other Metals.—Markets are quiet. Antimony is steady at 18c and aluminum at 22c per pound.

Scrap Metals.—The market is dull, and prices have a weak tendency. Detailed quotations are given in current market quotations.

Bar Iron and Steel.—The outlook is improving in the iron and steel trade and prices are firm; \$2 base is quoted on bars.

Iron and Lead Pipe.—The market is quiet. Lead pipe is steady at 7 $\frac{1}{2}$ c, 5 per cent. off, and waste pipe 9c, 5 per cent. off. Prices on iron pipe are given in our current market quotations.

Rope and Twine.—The market is quiet and prices are unchanged. There is a probability of a decline in jute products on account of the large crop which is now being shipped from India. Quotations are given in panel and in our current market quotations.

Cutlery.—The approaching Christmas season is stimulating the demand for cutlery and pocket knives. Prices are given in our current market quotations.

Stoves and Furnaces.—There is a steady demand for stoves, the recent cold spell having stimulated buying. The country trade is keeping up. Furnaces are moving out fairly well, considering the restriction in the building trade.

TORONTO QUOTATIONS.

Tin	36c-38c lb.
Copper	14c-14 $\frac{1}{2}$ c lb.
Lead	5c-5 $\frac{1}{4}$ c lb.
Spelter ..	6c-6 $\frac{1}{4}$ c lb.
Antimony	18c lb.
Aluminum Ingot	22c lb.
Aluminum Pattern	23c lb.
Solder, $\frac{1}{2}$ and $\frac{1}{2}$	21c lb.
Wire Solder	26c lb.
Wiping Solder	19c lb.
Tinker's Bar Solder	26c lb.
Wire Nails	\$2.05 base
Cut Nails	\$2.70 base
Poultry Netting ..	50-10-5%
Pure Manila Rope	14c base
British Manila Rope	11c base
African Hemp Rope	11c base
Sisal Rope	9 $\frac{1}{2}$ c base

Wire.—The demand is steady and market quiet. Wire is quoted \$2.20 base.

Pig Iron.—There has been considerable activity at Buffalo in the pig iron market, which indicates a revival of business. Quotations on this account are firmer, but have not changed. Victoria and Hamilton brands are being quoted in Toronto at \$17 per ton.

Wire Nails Down.—During the early part of the week wire nails dropped 20 cents per keg. This is due largely to low demand and keen competition. Ruling quotations are now \$2.05 base, less 2 per cent., 30 days. This is a considerable decline. Whether quotations will go lower or not is hard to determine at present. Toronto firms are equalizing freight on competitive points.

LONDON.

LONDON, Ont., Dec. 2, 1914.—Business, although still very fair, has slackened somewhat on account of the return of warm unseasonable weather. Retail hardware merchants report that Christmas goods have been moving fairly well, and they are looking forward to a good volume of trade during the next two weeks. Turpentine has been advanced 2 cents per gallon. A new price has been issued for spring on corrugated hose, which is quoted as follows:— $\frac{1}{2}$ -inch, 11c per foot; $\frac{3}{4}$ -inch, 14 $\frac{1}{2}$ c per foot.

Turpentine Advanced.—An advance of 2 cents per gallon has taken place in the price of turpentine, which is now being quoted in single barrel lots at 68c per Imperial gallon; 2 to 4 barrels, 67c per Imp. gallon; 5-gallon lots, 75c per Imp. gallon.

Linseed Oil.—No change has taken place in linseed oil quotations since the decline noted last week. Quotations locally are:—

Raw—

1-2 bbls.	56c per gallon.
3-5 bbls.	55c " "
6-9 bbls.	54c " "

WINNIPEG QUOTATIONS.

Solder	25c-26c lb.
Wire Nails	\$2.80 base
Cut Nails	\$3.35 base
Pure Manila Rope—15 $\frac{1}{2}$ c lb. base	
British Manila Rope ..12c lb. base	
Sisal	10 $\frac{1}{2}$ c lb. base
Linseed Oil, Raw ..	66c gal.
Linseed Oil, Boiled	69c gal.
Poultry Netting	50% off
Turpentine	75c
Galvanized Iron, 28 English	
Apollo:	
Fleur de Lis	\$4.75
Queen's Head	5.10
Corrugated Sheets, 28-gauge	
galvanized	\$3.45
Glass, First Break	\$5.25

Boiled—

1-2 bbls.	59c " "
3-5 bbls.	58c " "
6-9 bbls.	57c " "

White lead, glass and putty remain unchanged. The demand for painting materials is not heavy. Glass is in fair demand.

Rope.—The rope situation remains unchanged, with only a fair amount of business passing. Quotations are as follows:—

British Manila	11c lb. base.
African Hemp	11c lb. base.
Pure Manila	14c lb. base.

Wire Nails.—The nail situation is very unsettled, and price-cutting is quite evident. Merchants have been offered wire nails as low as \$2.05 base, less the usual cash discount. This is practically a drop of 20 cents per keg, and is the result of keen competition with a poor demand.

WINNIPEG.

WINNIPEG, Dec. 3.—The good orders which were stimulated by the cold weather are continuing to come in for Christmas and winter lines. Trade, indeed, seems satisfactory. When a little more snow makes traveling in the country better, it seems likely that there will be a still further betterment.

Last week was reported an advance of 20 per cent. in the price of powder. This, and the realization of the unusual conditions brought about by the war, is causing a good deal of speculation as to a possible advance in ammunition. This seems a line which the retailers might well bear in mind. Ammunition manufacturers refused to guarantee their price after November 30, 1914. Since then no advance has been made, but owing to the uncertainty of the situation a number are covering their requirements. When the tremendous amount of ammunition which is being used in Europe is considered, it seems very evident that there cannot be a reduction in price, and in view of a recent rise in powder, a higher price upon ammunition seems quite likely. Those most interested have little or nothing to go upon, and there is really no way of estimating what advance will likely be struck if one is found necessary.

New Putty Quotations.—For convenience of Western dealers the quotations on putty are herewith made in a new way, and will be found so quoted in the Winnipeg hardware quotations. It is understood that only the very large dealers find it advisable to buy bladders in barrels, and quotations here given are those regularly made by houses serving the retail trade—these quotations having been found the most serviceable. The items.

prices are really not new, the form only being changed.

100-lb. drums, \$3.

25-lb. irons, per cwt., \$3.10.

1 $\frac{1}{2}$ -lb. tins, per tin, 6c

The war, which has made it difficult to secure many lines, is now causing manufacturers of horse-shoes and horse-shoe nails a considerable amount of difficulty. This is due to the interference with supplies of Swedish iron. Retailers may find a little difficulty in having this prompt filling of their orders, for wholesalers who have Swedish iron on order do not yet know where this is.

The difficulty in securing this line is undoubtedly due to the near blockade of the North Sea. One local firm, which has a car on order, has been awaiting this for a number of months. They last heard of it in Antwerp, where it evidently stayed, probably already being made up into bayonets. Supplies of this iron on hand are only fair, but it is hardly likely that difficulty in getting supplies will mean any immediate advances, either in horseshoes or horseshoe nails.

Brisk Demand for Paint.—Christmas lines are, of course, to the fore at present, and for case goods, electrical supplies, flat silver, etc., a satisfactory demand is noted. Firms handling china and cut glass are also doing a nice business in these lines. The milder weather resulted in some falling off in orders for sleighs, skates, etc., but the cold has returned, and it would seem the set-back has been only temporary.

These early indications point to a good paint business next spring. One sales manager admits having sent his travelers out rather fearful that they would not do much more than enough to pay their expenses. He reports having been pleasantly surprised by the orders received. From the smaller places the bookings have been entirely satisfactory. The cities have not yet been visited, but while there will likely be a falling off there, the business from the large country merchants makes the outlook satisfactory. For immediate sales, of course, supplementary orders of paints, varnishes, etc., for inside work, are about all that are being received.

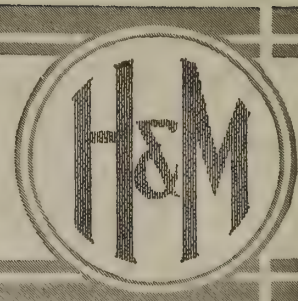


H. C. SLINGSBY CATALOGUE.

H. C. Slingsby, 142-146 Old street, London, E.C., have issued a very attractive 80-page catalogue featuring a variety of trucks, ladders, barrows, etc. Among the lines shown are sliding wheel trucks, platform trucks, wheel barrows, ladders, sundries, etc. Each line is illustrated and below the illustrations are full descriptions with numbers of all



Paint Department



Seeking the Trade of the Carriage Painter

The Carriage and Automobile Painter is a Large User of Painting Equipment and Supplies — A Good Class of Trade to Cultivate.

WE have arrived at the season of the year when the local carriage painter should be doing a very fair amount of work in repainting vehicles of various kinds. The average carriage painter of good standing uses a large quantity of paint, varnish, etc., during the winter months. The wants of the carriage painter are supplied through various sources. Some buy direct from certain paint jobbing firms while others buy through local merchants. In some cases the carriage painter is under the impression that he can save money by purchasing out-of-town. In some cases possibly he can but he does not save any money by sending his orders away from his own town. It may be that a great many retailers have been rather lax in cultivating the trade of the local carriage painter.

In addition to painting wagons, buggies, etc., the painter is now called upon to paint automobiles and this has opened up a further source of revenue for him.

The Carriage Monthly, a paper which circulates among carriage painters recently drew attention to some of the lines of goods needed. The average equipment for a small carriage or automobile paint shop may consist of the following:—Three good square pointed half elastic putty knives, one beveled paint putty knife, one gourd point, a couple of good palette knives, and one 2½-inch half elastic scraping knife. Also half a dozen soft fleecy wool sponges, prime quality, at least three good chamois skins or wash leathers, one-half dozen galvanized iron pails, three-gallon capacity.

In brushes half a dozen oval chisel-pointed paint brushes, of medium size; half a dozen camel's hair, 1½ and 1¼ inches wide; at least three 2¼ inch camel's hair brushes, three badger hair varnish brushes, 1½ inches in width; three oval chisel-pointed varnish brushes, two sets of flat half elastic

quality bristle brushes, each consisting of four brushes running in size from one to three inches, one of these sets to be used exclusively for applying the finishing coat of varnish to carriage and automobile bodies. The second set to be used for applying rubbing varnish to such bodies. A couple of sash tools, chisel-pointed, will be needed for washing up work preparatory to varnishing.

Of dusters there should be three good flat bristle dusters for body work, the same number of oval bristle dusters for both body and gear work, a couple of spoke brushes, together with a complete set of striping and lettering pencils, the striping pencils to consist of sword and dagger pencils made of camel's hair in sizes to draw the various lines, running from a fine line to a full stripe.

The lettering pencils to be of black sable, 1½-inch length, of hair set in metal, and running in size from No. 1 to No. 8.

About three flat bristle chisel-pointed varnish brushes will be also needed for varnishing heavier wagon parts and miscellaneous work.

The small shop will also need a couple of good revolving wheel jacks, two revolving gear trestles, one revolving body trestle, two pairs of strong wooden horses, for automobile work; a stout wagon jack, one pair of belt clippers, one pair of shaft fasteners, half a dozen S wrenches, of various sizes, running from ¼-inch to one inch; one large and one small monkey wrench, two strong drivers, hammers, saw, brace and bits, cold chisels, one large, one small; two punches, and such other small utensils as the condition of the service will warrant.

Also there should be a paint grinding mill; one moderate size vacuum cleaner of an approved type, three galvanized iron containers for holding waste, sand-paper, oily and greasy rags, and other forms of shop refuse and dirt. One paint burning lamp of one gallon capacity,

and half a dozen blocks of artificial pumice stone, medium fine.

In addition to the above lines the carriage and automobile painter needs large quantities of colors in Japan and in oil, dry colors, varnish, turpentine, linseed oil and many other commodities.

It will pay the local hardware merchant to visit the local carriage painters and see if some arrangement cannot be made whereby the home-town merchant can supply the bulk of the supplies which will be needed during the coming winter months.



THE BIG SHRAPNEL ORDER.

Practically all the material for the manufacture of the shrapnel shells now proceeding at seventeen different points is being obtained in the Dominion. The lead is being furnished by the Trail Smelter in British Columbia, while the Nova Scotia Coal & Steel Company supply the steel, and material for the other parts are found in Canada.

The work is now going on at Montreal, Sherbrooke, New Glasgow, Amherst, St. John, Kingston, Toronto, Welland, St. Catharines, Hamilton, Dundas, Galt, Ingersoll, London, Lindsay and Smith's Falls, the capacity being 100,000 shells per month, although they are not working at full capacity.

The present contract calls for 200,000 shells and it is expected that others will be made in Canada. They are now being made at the rate of 30,000 a month. These shells weigh eighteen pounds and are thrown from fifteen and eighteen pounders.



DIFFERENT KINDS OF CLERKS.

(Continued from page 46.)

certain lines; he has no idea how many he can sell in a month."

It was about time we got down to brass tacks, so after thanking the merchant for his little talk, we began to talk business. As I was running out to catch the night train back to the city, I saw a youth bringing a can up from the cellar. It was the youth who had never heard of inch-and-a-half tacks. He was back on his regular job.

MARTIN-SENOUR PAINTS AND VARNISHES

MADE IN CANADA

AS OTHERS SEE US

Being the sixth of a series of letters from Dealer Agents testifying to the gratifying service and satisfaction they derive from the sale of Martin-Senour Paints and Varnishes.

COPY OF LETTER.

The Martin-Senour Co., Ltd.,
Montreal, Que.

Lions Head, Ont., Sept. 3, 1914.

Dear Sirs:—

We feel it our duty to express our opinion of Martin-Senour 100% Pure Paint and Varnishes. Three years ago, with considerable effort, one of your travellers got us to put in a stock of your products. We must say that it has given the very best satisfaction and our paint trade has been steadily increasing, and this year has doubled over last year. We do not think that the Martin-Senour products can be beaten or can they be spoken of too highly. While at the present time (Aug. 18) our stock and store were burnt, we still would not think of restocking any other line of paint but Martin-Senour.

Wishing your firm a long and prosperous career,

Yours very truly,

BRUIN BROS.



The **MARTIN-SENOUR** *Co.*
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
CHICAGO MONTREAL WINNIPEG
HALIFAX LINCOLN TORONTO



For Outdoors

Or In

You can fill every paint requirement with the
right RAMSAY finish.

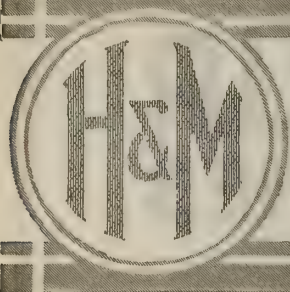
And every RAMSAY product is *right*. The right formulæ, the right materials, the right price and the right value. You'll find it a pleasure to do business with a house that has grown up with the country and has 72 years of Canadian paint experience behind it.

MADE IN CANADA

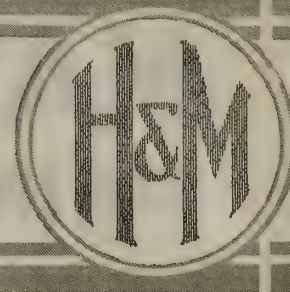
Write us.

A. RAMSAY & SON CO., - MONTREAL

ESTABLISHED 1842



Weekly Paint Markets



MONTREAL.

MONTREAL, Dec. 2, 1914.—There is a noticeable lull in the paint business with the close of navigation about the 25th of November, this being somewhat earlier than usual, owing to the early cold weather. Quiet business is now looked for for some time. Travellers are now out booking orders. The general situation seems fairly satisfactory. There is speculation as to the possibilities of a war tax being placed upon gasoline, benzine and turpentine, and orders are being taken on the basis of deliveries at higher figures in the event of Government taking action in this direction. Conditions in the glass market are very much upset. The trend is strongly upward owing to the Belgian source of supply being cut off, but at the same time slack demand is a drag, and, while higher prices are expected at any moment, dealers will not venture opinions as to when the change will be or the extent. Price cutting in some quarters is indicated in the range of quotations for linseed oil, for there is a spread of 2c to 2½c a gallon in the figures given.

Ready Mixed Paints.—The position here is generally described in what has been said of the market conditions. Prices are steady and firm. In the country there appears to be a better feeling and more booking orders are being placed.

Linseed Oil.—The close of navigation on the lakes during the next week is the interesting feature of the linseed oil market. Naturally the routing of flax from the head of the lakes by rail makes a difference in the situation and under normal conditions would tend to firmness, but refiners state that conditions being anything but normal they are not prepared to predict what may happen. In the trade there is no attempt to even prices, evidently, and it will be noted that there is a spread of 2c to 2½c, which is covered by the figures submitted by different houses. There is more evidence of booking future orders of late than there has been since the opening of the war, indicating a firmer basis. There is no difference in quotations for small and large lots, which means that heavy orders are not being

encouraged while business is in its present state. Prices:

	Raw	Boiled.
5 gal. lots	57½-59	60 -62
½ barrels ..	55 -57	57½-60

No reduction for larger orders.

5-gal. cans 50c each; 10-gal. cans 75c each.

Gasoline and Benzine.—Interesting feature of the market appears to be speculation as to possibilities of a war tax and contracts are being taken by the big concerns on condition that increase which may be necessitated from this cause will go into immediate effect on booked orders. Situation shows some easiness and prices are shaded off a fraction.

Gasoline.—In drums 15c gal.; tank wagon, less 100 gal., 14½c gal.; 100-gal. lots and over, 14c. **Benzine.**—In wood 18½c; in steel barrels, 15c.

Turpentine.—Conditions covering close of navigation and possibilities of war tax apply here. Situation shows little actual change for the present, although demand is weaker since water traffic has been discontinued. Prices are without change:

½ bbl. lots	66c gal.
1 bbl. lots	63½c gal.
2 to 4 bbl. lots	62½c gal.
5 to 10 bbl. lots	61½c gal.

White Lead and Colors.—Market for white lead continues strong and steady on the basis of \$8.45 for ton lots and 20c above this figure for less than ton lots. In dry colors the situation is very unsettled. Price changes cannot be detailed and the increases are not so important as the fact that there are certain chemicals which cannot be secured at any price. This particularly applies to reds.

TORONTO.

TORONTO, Dec. 3.—There is a general quietness in the paint market, trade being of a seasonable nature. The building trade is quiet but manufacturers are taking some paint. The prospects for business appear to be bright. C. A. Thomas of the Sherwin-Williams Paint Co., reports that their Ontario representatives are sending in orders for spring delivery which to date show an increase over last year by

comparison with the same territory covered.

Prices on lead and mixed paints are unchanged. There has been a slight falling off in the demand for putty; the contract date for putty has been fixed for May 15th. The glass situation is much the same, the demand has fallen off to some extent and prices are unchanged. Linseed oil is firm, but turpentine is stronger, having advanced 2c.

Linseed Oil.—There has been no change in oil and the demand is light. Flaxseed is lower in Winnipeg, but freights at all-rail rates offset this reduction. Quotations are as follows:

	Raw.	Boiled.
Single bbls.	56	59
3 to 5 bbls.	55	58
6 to 9 bbls.	54	57

Turpentine.—The Turpentine Farmers' Association appears to have control of the market, as opposition has been eliminated. The price has advanced 2c a gallon, being now in line with the Association figures. The demand here is light. The following prices are being quoted in Toronto: Single bbls., 68c; 2 to 4 bbls., 67c, per Imperial gallon.

Ready Mixed Paints.—The demand has fallen off and is more or less seasonable. Orders for spring delivery are being booked and are considered to be satisfactory. Prices are firm and are given in detail in our current paint market quotations.

White Lead.—The market is quiet, with fair demand. Prices are firm, as given in current paint market quotations.

Glass and Putty.—There is a little improvement in the glass situation on account of the embargo on straw being modified. Importation of straw is now allowed if accompanied by an affidavit stating that the straw was cut before August 1st. This will facilitate shipping arrangements. Stocks of glass are light but the demand has fallen off to some extent.

Gasoline and Benzine.—The market is quiet, with a steady volume of business. Coal oil is more active, there being a seasonable demand at unchanged prices, as given in current market quotations. Gasoline is being quoted at 18½c and benzine at 18c per gallon.

l'entente cordiale

To King Edward the Seventh is largely due the cordial relationship between France and England.

This bond has been further strengthened in the past few years through the work of King George the Fifth and President Poincare.

So to-day the French and English Allies are fighting shoulder to shoulder on the battlefields of the Old World, and this has brought into closer union the French and English speaking peoples in the New World.

This unity seems a happy portend of the ultimate issue.

The rapidly increasing majority of the people of both French and English extraction throughout Canada, agree that the most satisfactory and reliable paint to use is B-H "English"—the one paint in the white base of which 70% Brandram's B.B. Genuine White Lead and 30% Pure White Zinc *are allied*, ground in pure Linseed Oil, and thinned in more Linseed Oil, Turpentine and Dryer and nothing else. The result is great beauty, brilliancy, covering capacity and durability.

BRANDRAM-HENDERSON LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.
Ingot, 99% pure, lb. 22c
Pattern, lb. 23c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 50; 22 short smokeless, 55 and 5; 22 long rifle, black and smokeless, 46 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Center Fire Pistol Cartridges, 20 and 2½; Center Fire Sporting and Military Cartridges, 10%; Primers, 10 and 2½; Brass Shot Shells 45 and 12%; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, and Nitro Club Remington, and "Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 per cent.; "Regal" Dense Smokeless Powder, 30 and 10 p.c. "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot standard, 100 lbs., \$15, 45 p.c.; cash discount, 2 p.c. 30 days; net extras, as follows: subject to cash discount only: Chilled, 40c; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London St. John and Halifax freight equalized.

ANTIMONY.

Cookson's or Hallett's 17 50 18 00

ANVILS.

Buckworth per lb. 0 10½

AUGERS.

Ford's auger bits 30 and 10 p.c. Irwin's auger, 45 p.c. Gilmour's auger 70 p.c. Rockford's auger 50 and 10 p.c. Gilmour's car 47½ p.c. Clark's expansive 40 p.c.

AXES.

Daisy doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black Diamond, doz. 9 00
Samson single bit, doz. 9 00
Samson single bit, handled, doz. 12 50
Samson double bit, doz. 12 50
Samson flooring axes No. 2, doz. 9 00
Single bit, doz. 6 75 9 50
Double bit 10 50 12 00
Hunters' Axes 5 00 6 00
"Boys" Axes 5 75 6 50
Bench Axes, Samson.
No. 3, doz., net 9 00
No. 3, doz., net 9 30
No. 4, doz., net 10 25
No. 5, doz., net 11 50
No. 6, doz., net 12 00

BABBITT.

Canada Metal Co., Ltd.—Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6 to 60c lb.
Thomas Robertson & Co., Ltd.—No. 1, 27c; No. 2, 18c; No. 3, 14c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, 2 and 3.

Alonzo W. Spooner, Ltd.—Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2 Nicoluminam grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 50 and 10 per cent. Standard, 60 per cent. Lace leather, per side, \$1; cut laces, No. 1, \$1.25.

BENZINE.

Montreal Toronto
Single bbls., gal. 0 20 0 18
3 bbls. 0 17½

BOLTS AND NUTS.

Carriage Bolts (\$1), list, ¾ in. dia. and smaller, 65 and 10 p.c. Carriage Bolts (\$1) list, 7-16 in. 52½ and 12½%.
Machine Bolts, ¾ in. dia. and smaller, 70 and 5 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 and 5 p.c.
Sleigh Shoe Bolts, ¾ in. dia. and smaller 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 and 5 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c. Flat Ends, 60 and 5 p.c.
Plow Bolts, 65, 10 and 5 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts (\$3) list, 50 and 10 p.c.
Step Bolts, large head (\$3) list, 50 and 5 per cent.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4½c off list.
Hexagon, 4½c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80 and 7½ p.c.
Tire Bolts, 75 p.c.

BRASS.

Per lb.
Springs, sheets, up to 20 gauge 0 25
Rods, base ½ to 1 in. round 0 22
Tubing, seamless base 0 24
Tubing, iron pipe size, 1 in. base 0 24
Copper tubing, 4c extra.

BUTTS.

Plated, bower barff and nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 and 5 per cent.
Crescent brands, 70 p.c.

BARS (Clothes).

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range).

30-gallon, Standard, \$4.50; extra heavy, \$7.

BOARDS, BAKE.

Per doz.
No. 0, ¾ inch rim, 16x22... 4 25
No. 1, ¾ inch rim, 18x24... 4 75
No. 2, ¾ inch rim, 18x28... 5 25
No. 3, ¾ inch rim, 20x30... 5 30
No. 0, ¾ inch rim, 16x22... 4 60
No. 1, ¾ inch rim, 18x24... 5 30
No. 2, ¾ inch rim, 18x28... 5 60
No. 3, ¾ inch rim, 20x30... 6 30

BOARDS (Ironing).

Size 12x60 ins., doz. 7 20
Size, 14x60 ins., doz. 8 40
Folding, 14x60 ins., doz. 10 50

BOARDS (Sleeve).

Basswood, stationary, doz. 1 50
Folding, per doz. 3 50
Folding, without sleeve .. 19 00

BOARDS (Wash).

Per doz.
Pony 1 20
Crown 2 05
Dandy 2 25
Improved Globe 2 35
Standard Globe 2 45
Neptune 2 45
Original Globe 2 75
Newmarket King 2 75
Jubilee 2 75
Victor (Glass) 3 50
Diamond King (Glass).... 3 75
Western King (Enamel)... 3 50
Beaver (Brass) 3 50

BRUSHES.

Weighted, 15 lb., per doz. 14 70
Weighted, 20 lb., per doz. 19 90

C

CANS.

Milk cans and pails, 35%.
Creamery cans, 35 and 12½%.
Railway cans, 40 and 12½%.
Hand, delivery and creamery cans, 35 p.c.
Cream cans, 35 and 12½%; with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Milk can trimmings, 20%.

Common, cork-lined, 35 per cent. Cans, jacketted.

1 gal. jacketted, per doz... 2 70
2 gal. jacketted, per doz... 3 00
3 gal. jacketted, per doz... 4 20
5 gal. jacketted, per doz... 4 80
10 gal. jacketted, per doz... 8 40

CEMENT AND FIREBRICK.

Less than carload lots ... 1 85
Portland, per bbl., carload lots, f.o.b. Toronto 1 55
White Bros. English. 2 00 2 05
"Lafarge" cement, in wood 3 40
Fire brick, Scotch, per 1,000 23 00 28 00
Fire Brick, English. 17 00 21 00
Fire Brick, Am., low. 23 00 25 00
Fire brick, Am., high. 27 50 31 00
Fire clay (Scotch), net ton 6 50
Fire clay, Am., net ton 5 00 10 00

CEMENT (FURNACE).

1½ lb. tins, per doz. 1 00
6 lb. tins, per doz., lb. 0 05
25 lb. tins, per doz., lb. 0 04

CEMENT, ROOFING.

Per gal.
Roofing cement (in bbls)... 0 17
Cement (in 5 and 10 gals.) .. 0 19
Cement (in 2 gals.) 0 25
Cement (in 1 gal.) 0 30

CHALK.

Carpenters, colored, per gross 0 65 0 80
Carpenters lead pencils, per gross 2 40 6 75
Crayons, per gross... 0 20

CHISELS.

Cold chisels, 5x6 in., doz.... 2 20
Bevel edge, 1 inch, doz.... 2 50

CHAIN.

Proof coll., per 100 lbs., ¼, \$7.25; 5-16, \$5.10; ¾, \$4.35; 7-16, \$4.05; ½, \$3.80; 9-16, \$3.80; ¾, \$3.65; ¾, \$3.60; ¾, \$3.40; 1, \$3.20.

Electric Weld Coll Chain—BB, 3-16 in., \$9 per 100 lbs.; ¼ in., \$6.25 per 100 lbs.; 5-16 in., \$4.65 per 100 lbs.; ¾ in., \$4 per 100 lbs.; 7-16 in., \$4 per 100 lbs.; ½ in., \$4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., \$11.50 per 100 lbs.

CHURNS.

No. 0, \$9, No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, London and St. Mary's, 40 and 10 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 p.c.

CLEANERS (VACUUM).

Eureka Electric, each\$35 00
Cadillac Vac. Sweeper ... 5 50
Cadillac Combin'n Cleaner. 6 50
Cadillac Electric, Model C. 18 00
Cadillac Electric, Model D. 20 00

COMPOUND.

Soclean Sweeping. Per case.
4½ lb. size, 2 doz. in case.. 4 50
8 lb. size, 2 doz. in case... 7 20
17 lb. size, 1 doz. in case... 6 75

COPPER.

Montreal Toronto
Casting ingot\$13 25 \$14 50
Bars, ½ to 2 in. ... 23 00 27 50
Plain sheets, 14 oz., 14x28 in., 14x60 in. 21 00 29 50
Copper sheet, tinned, 14x60, 14 oz. 23 50 30 50
Copper sheet, planished, 14x60, base. 29 00 37 50
Braziers' in sheets, 6 x 4 base 24 00 29 50

CORD (SASH).

No. 5, Special 0 50
No. 6, lb. 0 27½
No. 7, lb. 0 26½
No. 8, No. 9, No. 10, No. 12 0 26

CRATES.

Humpty-Dumpty, egg, doz.. 3 75
Ideal egg boxes, with filler, 12 doz. size, per doz. 3 50

CANADA PLATES.

Ordinary, 52 sheets .. 2 75 3 00
All bright, 52 sheets. 3 85 4 00
Galvanized.

Apollo D. Crown Gorbals

18x24x52 .. 4 45 4 45 4 60
60 .. 4 70 4 70 4 85
20x28x30 .. 8 90 8 90 9 20
20x28x80 .. 9 40 9 40 9 70
M.L.S. and Famous— Per box
I C, 14x20 base \$7 00
I X, 14x20 base 6 00
I X X, 14x20 base 7 00
I X X X, 14x20 base 9 50

CHARCOAL TIN PLATES.

Raven and Murex Grades—
I C, 14x20 base 5 00
I X, 14x20 base 6 00
I X X, 14x20 base 7 00
I X X X, 14x20 base 9 50
"Allaway's Best" Standard Quality.
I C, 14x20 base 4 65
I X, 14x20 base 5 65
I X X, 14x20 base 6 65

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets 7 40
I X, Terne Tin ... 9 40

COKES BRIGHT.

Bessemer Steel—
I C, 14x20 base 4 50
20x28, double box 9 00

CLEVICES.

7½c per lb.

CLOCKS, ALARM.

Good Morning, ea. 0 80
Look Out 0 92
Big Ben 2 00
Baby Ben 2 00

CROWBARS.

4½c per lb.

D

DRILLS.

Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.

The Franco-Prussian War in 1870

had probably not even been thought of at the time
(1858) we began to supply Canadian hardware
dealers with

Jamieson's Pure Paints

Ever since then we have concentrated on purity
and quality with the result that when you hook up
with Jamieson's, your paint stock is beyond
criticism.

R. C. JAMIESON & CO.,
LIMITED

Established 1858

Montreal

Vancouver

Owning and operating P. D. Dods & Co., Limited

THE CANADA METAL CO., Limited

FRASER AVENUE - TORONTO

MANUFACTURE

BULLETS

SHEET LEAD
BLOCK LEAD

BABBITT METALS
IMPERIAL GENUINE
HARRIS HEAVY PRESSURE

BATTERY ZINCS
FUSE WIRE
IMPERIAL SOLDERING PASTE

BRASS FERRULES
SOLDERING NIPPLES

LEAD WASTE PIPE
COIL PIPE
TRAPS AND BENDS

BAR SOLDER
WIPING SOLDER
WIRE SOLDER

Write for Catalogue "A"

MAILED FREE

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., \$14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

1 C, 14 x 20 base ... 7 00 7 00
1 X, 14 x 20 base ... 8 25 8 25
1 X X, 14 x 20 base ... 9 50 9 50

DUCK.

Yarmouth Double		Standard	
29 in.		Single.	
7 oz. 0 17½	6 oz. 0 12½	7 oz. 0 14	6 oz. 0 15½
8 oz. 0 19½	7 oz. 0 15½	10 oz. 0 24½	9 oz. 0 17½
10 oz. 0 24½	9 oz. 0 17½	12 oz. 0 29½	10 oz. 0 19½
12 oz. 0 29½	10 oz. 0 19½	15 oz. 0 32	12 oz. 0 23½

Emery wheels, 67½% discount.

F

FILES AND BASPS.	Per cent.
Disston's	75
Great Western American ..	75
Kearney and Foot, Arcade ..	75
J. Barton Smith Eagle ..	75
McClellan Globe	75
Black Diamond	66 2-3
Delta Files	65
Nicholson	66½
Jowett's (English list) ..	27½
Spear & Jackson (Eng. list) ..	35
Globe	75
Hellers	70

FITTINGS (IRON PIPE).

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 per cent.

FIXTURES, STALL.

	Doz.
Hollow	0 81
Solid	1 35

G**GALVANIZED WARE.**

Dufferin pattern pails, 50 p.c.
English pattern, 50 per cent.
Galvanized washtubs, 50 p.c.

GASOLINE Montreal Toronto
Single bbls., per bbl. 18½ 18½
Three bbls. and over ... 0 18

GRINDSTONES. Per 100 lbs.
Over 40 lbs. and 2 in. thick 1 25
Smaller sizes extra.

H**HALTERS (SNAP AND RING).**

Jute Rope, ¾-in., per gross 8 00
Jute Rope, ½-in., per gross 10 50
Jute Rope, ¾-in., per gross 13 50
Leather, 1-in., per doz. 4 00
Leather, 1½-in., per doz. 5 20
Web

HALTERS (SISAL).

¾-in., \$9.00; 7-16 in., \$10.20; ½-in., \$11.40; 9-16 in., \$13.20; ¾-in., \$15.00.

HAMMERS, SLEDGE.

Can., 5 lbs. and over ... 0 06
Masous, 5lbs. and over ... 0 06
Napping, up to 2 lbs. 0 09

HANDLES (WOOD).

Axe, No. 3 culls, doz. 0 60
Axe, No. 1 hickory, doz. ... 2 04
Axe, 2nd growth, doz. 3 00
Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Team whiffletrees and neck-yokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.
All other ash goods, 40 p.c.
Railroad and navy pick, 25% per cent.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
Hickory cant hook handles, 30 per cent.
Doubletrees, 35 per cent.
Extra quality, 4 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox, No. 021
B.D. Trolley doz. pr. \$7 50
R.W. No 117 P.D. Hanger, full set 2 75
R.W. No. 321, per doz. pr. 14 40
Stearns wood track. Special. Zenith 9 00
Atlas, steel covered. \$5 25 6 60
Perfect, No. 1 8 50
Perfect, No. 1½ 9 50
Perfect, No. 2 10 00
New Milo, flexible .. 6 00
Double strap hangers, doz. sets 6 50
Standard, jointed hangers, doz sets .. 6 45
Steel King hangers, doz. sets 6 40
Storm King and safety hangers 5 75
Storm King rail 4 25
Crown 4 85
Crescent 7 25
Sovereign 6 50
Chicago Friction. Oscillating and Big Twin Hangers, 5 p.c.
Steel track, 1 x 3-16 in. (100 ft.) \$3 25
Steel track, 1¼ in. 4 75

HATCHETS. Samson Samson
Per doz. Shingle Claw
No. 1 13 13 15 10
No. 2 14 20 15 70

HIDES.

Trimmed hides, green 0 12 0 13
Trimmed, green and partly cured ... 0 12 0 13½
Usual 2 lbs. tare.
Horsehide, with mane and tail, up to 3 75
Sheep skins, up to 1 50
Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	\$1 03	\$0 87
5 in., doz. prs.	1 26	1 00
6 in., doz. prs.	1 35	1 03
8 in., doz. prs.	1 84	1 38
10 in., doz. prs.	3 24	2 27
12 in., doz. prs.	4 03	3 73
14 in., doz. prs.	4 59	4 00

Heavy tee and strap discount, 40-10 per cent.
Light tee and strap discount, 70 per cent.
Screw hook and strap hinge—
Under 12 in., per 100 lbs. 5 00
Over 12 in., per 100 lbs. 4 25
Extra hooks for above, ¾ in., per lb. 5½
Extra hooks for above, ½ in., per lb. 5½
Crate hinges and back flaps. 65 and 5 per cent.
Chest hinges and hinge hasps. 65 per cent.

HINGES (SPRING).

Spring, per gross — No. 5, 7-10; No. 10, \$19.50; No. 20, \$8.50; No. 50, \$24; No. 51, \$9.60; No. 120, \$17.40; offset No. 192, \$16.80.

Chicago hold back screen door iron, gross, \$12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 per cent.
Garden City fire house hinges, 12½ per cent.
"Chief" floor hinge, 50 p.c.

HOES. Grub. 3½-lb., \$4 doz.

HOOKS, GRASS. English
No. 2, per doz. 1 60 2 50
No. 3, per doz. 1 70 2 90
No. 4, per doz. 1 80 3 25

HOOKS, CORN.

Eureka, doz. 1 80
Cyclone, doz. 2 40
Hoes, corn, doz. 4 50

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow pattern, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, \$4.35; No. 1 and smaller, \$4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, \$5.75; special countersunk steel, all sizes, 0-4, \$6.25; toe weight steel shoes, all sizes, No. 1 to 4, \$6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25; "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition 70 10 p.c.
Corrugated, 1½ in., ft. ... 0 13½
Corrugated, ¾ in., ft. 0 17
Cable, 70 per cent.
Leader, 60 and 10 per cent.

I**IRON AND STEEL.**

Montreal Toronto	
Angles base	2 50 2 50
Common bar, per 100 lbs.	2 05 2 00
Forged iron, per 100 lbs.	2 30 2 35
Refined iron, per 100 lbs.	2 40 2 40
Horseshoe iron, per 100 lbs.	2 40 2 40
Mild steel 2 25	2 00
Sleigh shoe steel... 2 25	2 25
Domestic 2 30	2 00
Reeled machinery steel 2 75	3 00
Tire steel 2 35	2 20
Sheet cast steel ... 0 15	0 15
Toe calk steel 3 10	3 15
Mining cast steel... 0 07½	0 07½
High speed 0 65	0 65
Cammell Laird 0 15	0 15
Black Diamond tool steel 0 08½	0 08½
Silver tool steel ... 0 13½	0 13½
Cold Rolled Shafting.	
9-16 to 11-16 inch ... 0 06	
¾ to 1 7-16 in. 0 05½	
17-16 to 3 inch 0 65	
Montreal 40%, Toronto 40%.	

IRON, TINNED.

72x30 up to 24 gauge, case lots \$9 50
Less than case, 25c per 100 lbs.
72x30 up to 26 gauge, case lots 10 00
extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set 0 78
Mrs. Potts, No. 50, nickel-plated, per set 0 85
Mrs. Potts, handles, japaned, per gross 9 00
Sad irons, common, plain... 5 00
Sad irons, common, plated. 5 50
Asbestos, No. 70, per set... 1 50
Asbestos, No. 90, per set... 1 20
Princess Electric, each ... 3 00
Ideal Electric, each 2 85
Gasoline Sad Iron, each ... 3 50
Ideal Gasoline, each 3 25

LADDERS, ETC.

(Step Ladders).
Shelf-lock 12c ft.
Ontario 16c ft.
Painless 20c ft.
Extra Heavy 28c ft.
Hercules 23c ft.
Decorator 18c and 20c ft.
Perfect 22c ft.
Chair Ladders, each \$2 00

(Roped Extension).

20 ft.	\$3 00	42 ft.	\$7 95
22 ft.	3 30	44 ft.	8 36
24 ft.	3 60	46 ft.	8 74
26 ft.	3 90	48 ft.	9 12
28 ft.	4 20	50 ft.	9 50
30 ft.	4 50	52 ft.	11 44
32 ft.	4 80	54 ft.	11 88
34 ft.	5 78	56 ft.	12 32
36 ft.	6 12	58 ft.	12 76
38 ft.	6 46	60 ft.	13 20
40 ft.	6 80		

(Common Extension).

20 ft. each	\$2 60
22 "	2 56
24 "	3 12
26 "	3 38
28 "	3 64
30 "	3 90
32 "	4 16
34 "	5 10
36 "	5 40
38 "	5 70
40 "	6 00
44 "	7 48

LANTERNS.

Per doz.
(Common Single.)
Fruit picking ladders, long nose, same price as common 22 ft., each 2 64
16 ft., each 1 76
14 ft., each 1 54
12 ft., each 1 20
single ladders; short nose, 1c per 18 ft., each 1 96
20 ft., each 2 40
foot additional.

8 ft., each \$0 80
Banner Buggy 10 75
Banner Junior 11 75
Trullite 7 00
Wrightlights 7 00
Beacon 7 00
No. 2, or 4, plain cold blast 7 00
Short globe, pattern 7 00
Cold blast, japanned 7 00
Brass, well japanned 9 25
All brass 24 00
Little Bobs A.C., doz. 1 90

LANTERN GLOBES.

Cold blast, short ruby ... 1 75
Cold blast, common ruby.. 1 60
Cold blast, short 0 75
Cold blast 0 50
Prism globes 1 20

LATCHES (YALE, NIGHT).

No. 26, per doz. \$3 30
No. 34, per doz. 11 80
No. 34X, per doz. 11 80
No. 37, per doz. 13 40
No. 042, per doz. 15 25
No. 42, per doz. 16 25

LATHS (METAL). Per sq. yd.

26-gauge, painted metal lath 0 10
24-gauge, painted metal lath 0 13
23-gauge, painted metal lath 0 15
24-gauge, galv. metal lath.. 0 17
23-gauge, galv. metal lath.. 0 19

LEAD.

Montreal Toronto
Trail, 100 lbs. 5 00 5 00
Lead Wool, 8c lb.
Sheets, 2½ lb. sq. ft. 7 50 7 50
Sheets, 3lb. sq. ft. 6 75 6 75
Sheets, 3¼ lb. sq. ft. 6 62½ 6 60
Sheets, 4 to 6 lbs. sq. ft. 6 50 6 50
Cut sheets, ¼c per lb. extra.
Cut sheets to size, ¼c per lb. extra.

LEVELS. Per doz. Rabone's.

1369x12, Boxwood 4 0
1626x9, Walnut pointed ... 4 50
1628x12, Rosewood 7 50
104x24, Triple stock (net). 21 00
104x27, Triple stock (net). 22 90
104x30, Triple stock (net). 23 15

LINES, PLOUGH.

Russia snap, per gross ... 33 00
Indian snap, per gross ... 27 00

MACHINES (WASHING). Each

Canadian \$5 00
Downswell 5 00
Hamilton 5 75
Re-Acting 7 50
Snowball 8 00
Noiseless 8 25
Sunlight 8 75
Momentum 8 75
New Century, style "A" .. 9 00
New Century Style "B" .. 10 00
New Century, Power, Style "D" 24 00
New Idea, style "B" 11 00
Playtime, engine drive ... 11 00
Ideal Power 16 00
Seafoam, electric 60 00
Seafoam, engine drive ... 25 00
New Idea, electric 80 00
Sunshine 4 50
Popular, No. 1 5 25
Economic 6 00
Champion 9 00
Excell-All 11 00
Blue Bell, without stand.. 9 00
Puritan Water Motor, complete 16 00
Hydro, One Tub, engine drive 26 00
Discount 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.
Stephenson Washers, \$6 net.

The Measure of Value in Paints and Varnishes

Depends upon the quality and length of their service. An inferior and inappropriate paint or varnish lacks service and is costly at any price.

When they are not equal to meeting conditions under which they are to be used, they lack service and therefore have not real value.

MAPLE LEAF Paints and Varnishes are Made in Canada to Wear in Canada

That is why they have made good in the Canadian paint trade. They have "won out" against the severest Canadian climatic conditions and have given full value service at all times.



When figuring on buying your Spring stock for 1915, it is to your interest to keep prominently before you "MADE IN CANADA" goods. MAPLE LEAF Brands, besides being solely made in Canada, have the added advantage of having been developed to meet Canadian conditions. They are therefore specially able to satisfy and please your customers, and that goes a

long way towards encouraging larger trade and larger profits in your paint department.



THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

LUXEBERRY WHITE ENAMEL Whitest White · Stays White

In the nursery, living-room, any room throughout the house, Luxeberry White Enamel adds a touch of brightness and beauty.

Finger marks and spots never penetrate its snow-white, durable, washable surface.

And for floors use Liquid Granite, the durable, lustrous varnish, never harmed by water or the hardest sort of wear.

If you do not sell Berry Brothers' "high quality" finishes now—write for our co-operative dealer proposition today.

BERRY BROTHERS
INCORPORATED
World's Largest Varnish Makers

WALKERVILLE,
ONTARIO



LIQUID GRANITE
Lasting Water-Proof Floor Varnish

MALLETS.	Per doz.
Tinsmiths, $2\frac{1}{2}$ x $5\frac{1}{2}$ in.	1 65
Carpenters, round hickory	1 95
Lignum Vitae, round, 5 in	2 40
Caulking, No. 8, oak	15 00

MANGLES.	
Victor, each	\$14 25
Woodratt, each	6 60

MIRRORS, FRAMED.	Doz.
Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 12	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 17	3 75

MOPS.	
Mops, O-Cedar, doz.	\$12 00
S. W. Mops, doz.	3 25
New Wizard, small, doz.	8 00
New Wizard, large	10 00
Mop sticks, doz.	1 10
Cast head mops, doz.	1 35
Cruscent, doz.	1 50
Crank wringing, doz.	4 75
Extra Cloths.	
Challenge, doz.	2 10
Woven, cloths, doz	1 35

NAILS.	
Standard steel wire nails,	
Toronto, \$2.05 base; Montreal,	
\$2.25 base; London, \$2.25 base.	
Cut nails — Montreal, \$2.50;	
Toronto, \$2.70; London, \$2.70.	
Miscellaneous wire nails, 75 p.c.	
Coopers' nails, 33-1-3 p.c.	
Pressed spikes, $\frac{1}{2}$ diameter,	
per 100 lbs., \$3 base.	

NAILS (HORSE SHOE).	Per box.
Capwell.	
No. 4, in 25-lb. box	\$3 75
No. 5, in 25-lb. box	3 75
No. 6, in 25-lb. box	3 60
No. 7, in 25-lb. box	3 25
No. 8, in 25-lb. box	3 25
No. 9, 10, 11 and 12, in 25-lb. box	3 00
Less 10 and 5 per cent. off.	

NAILS (HORSE).	
M.R.M. cold forged process	
lat, 10th January, 1912.	

Size.	Length.	Prices per 25-lb. box.
No. 3, $1\frac{1}{2}$ -inch		\$4 10
No. 4, $1\frac{1}{2}$ -inch		3 75
No. 5, $1\frac{1}{2}$ -inch		3 50
No. 6, $2\frac{1}{2}$ -inch		3 10
No. 7, $2\frac{1}{2}$ -inch		2 90
No. 8, $2\frac{1}{2}$ -inch		2 75
No. 9, $2\frac{1}{2}$ -inch		2 60
No. 10, $2\frac{1}{2}$ -inch		2 50
No. 11, $3\frac{1}{2}$ -inch		2 45
No. 12, $3\frac{1}{2}$ -inch		2 45

NETTING, POULTRY.	
2 in. mesh, 19 w.g., 50-10-5% off;	
$1\frac{1}{2}$ in. mesh, 50-10-5% off.	

NET PRICES ON SMALL SIZES POULTRY NETTING.	
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$\frac{1}{2}$ -in. x 22 ga. x 12-in., roll.	\$3 00
$\frac{1}{2}$ -in. x 22 ga. x 18-in., roll.	4 30
$\frac{1}{2}$ -in. x 22 ga. x 24-in., roll.	5 65
$\frac{1}{2}$ -in. x 22 ga. x 30-in., roll.	6 90
$\frac{1}{2}$ -in. x 22 ga. x 36-in., roll.	8 20
1 in. x 20 ga. x 12-in., roll.	1 50
1 in. x 20 ga. x 18-in., roll.	2 10
1 in. x 20 ga. x 24-in., roll.	2 70
1 in. x 20 ga. x 30-in., roll.	3 25
1 in. x 20 ga. x 36-in., roll.	3 80
1 in. x 20 ga. x 48-in., roll.	5 10
Poultry netting staples, 60 p.c.	

OKUM.	Per 100 lbs.
Best (American)	9 60
U.S. Navy (American)	9 00
New hemp (English)	7 00
U.S. Navy (English)	6 50
Navy (English)	6 00
Best Navy	5 00
Plumbers (spun)	3 65

OIL.	
Can. prime white	
petrol	0 14
Royalite	0 17
Palatine	0 21
Castor Oil, per lb.	0 08
Black oil (Summer)	0 12
Black oil (Winter)	0 14
Cylinder Green	0 35
Paraffine	0 22
XXX Machine	0 25

OLD MATERIALS.	
F.o.b. Toronto.	
Tea lead, pack, $2\frac{1}{2}$ lb.	
Tea lead, chest, 3c lb.	
Lead (heavy pipe, etc.), $3\frac{1}{2}$ c.	

Brass, heavy, $7\frac{1}{2}$ c lb.	
Brass, light, $5\frac{1}{2}$ c lb.	
Zinc, heavy, $3\frac{1}{2}$ c lb.	
Copper, heavy, $9\frac{1}{2}$ c lb.	
Old cast iron, $10\frac{1}{2}$ c lb.	
Wrought iron, No. 1, 6c lb.	
Mach. compos., No. 1, $8\frac{1}{2}$ c lb.	
Compos. twinings, No. 1, $8\frac{1}{2}$ c lb.	
Rubbers, such as old rubber, boots, and shoes, according to trim, $5\frac{1}{2}$ c to 6c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4c; bicycle tires, $2\frac{1}{2}$ c.	

PACKING (JUTE)	
Per Coil Lots.	
Fine, 30 ends to $\frac{1}{2}$ inch.	0 09
Heavy, 8 ends to 1 inch.	0 06

PAPER, ETC.	
O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70
Per 400 ft. roll	
Plain Fibre, No. 1	0 50
Plain Fibre, No. 2	0 35
Tarred Fibre, No. 1	0 62
Tarred Fibre, No. 2	0 43
Tarred Fibre, Cyclone, 25 lbs., roll	0 62
Dry Cyclone, 15 lbs.	0 50
Tarred Fibre, Good Luck Brand, per roll	0 62
Dry Fibre, Good Luck Brand, per roll	0 50

Per 100 lbs.	
Oiled waterproof building paper, 600 sq. ft. roll.	1 05
400 sq. ft. roll	0 95
O.K. Brand corded sheathing	0 40
Sheathing (Surprise)	0 40
Blue R-S Sheathing	0 42
Dry fibre No. 1	0 50
Dry fibre No. 2	0 35
O.K. carpet felt	1 40

Per 100 lbs.	
Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 60
Carpet felt, 20 oz.	2 60
Resin sized Fibre, per roll.	0 43
Asbestos Bldg.	3 25
Heavy fibre, 32 ft. x 60 ft., per 100 lbs.	2 00
Liquid Roofing Cement, bbls., per gallon	0 17
Liquid tins cement, 5s.	0 19
Crude coal tar, per bbl.	4 50
Refined coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Caps, per lb.	0 05
Rails, per lb.	0 05
Mop Cotton, per lb.	0 17
Tarred felt, Dominion, 7 oz.	2 10

PICKS (CLAY).	
5 to 6 lbs., doz.	3 75
7 lbs., doz.	4 00
7 to 8 lbs., doz.	4 75
8 lbs., doz.	5 00

PINS, COTTER.	
Cotter pins, 90 p.c. discount.	
PINS, CLOTHES.	
Selected full count.	Per case.
5 gross, 4-in. (loose)	\$0 80
5 gross, $4\frac{1}{2}$ -in. (loose)	0 90
5 gross, 5-in. (loose)	1 00
4 gross, 4-in. (12 pkgs. of 4 doz. each)	0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each)	0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each)	1 00

PIN (ESCUTCHEON).	
Steel, discount, 50 per cent.	
Brass, 50 per cent.	
PIPE, STANDARD WROUGHT.	
Buttweld.	
Size	Black. Galvanized
$\frac{1}{2}$ and $\frac{3}{4}$ inch	\$2 16
$\frac{1}{2}$ inch	2 64
$\frac{3}{4}$ inch	3 05
1 inch	4 51
1 $\frac{1}{2}$ inches	6 10
2 inches	7 29
2 $\frac{1}{2}$ inches	9 81
3 inches	15 80
3 $\frac{1}{2}$ inches	20 66
4 inches	24 84
	29 43
	40 33

Lapweld.	
2 inches	11 29
2 $\frac{1}{2}$ inches	16 38
3 inches	21 42
3 $\frac{1}{2}$ inches	25 76
4 inches	30 52
4 $\frac{1}{2}$ inches	35 56
5 inches	41 44
6 inches	53 76
7 inches	79 97

8"x25 lbs. per ft.	83 75	111 30
8"x28 lbs. "	96 48	128 40
9 inches	115 60	153 50
10"x32 lbs. per ft.	107 20	142 40
10"x40 lbs. "	138 00	183 30
12 inches	174 90	

These prices are for small quantities only. Discounts in proportion to size of order will be allowed.	
PIPE (LEAD).	
Lead pipe, $7\frac{1}{2}$ c, 5% off.	
Lead waste pipe, 9c; 5% off.	
Traps and bends, 40% off.	

PIPE (SOIL).	
Medium and extra heavy pipe up to 6-inch, 65% and 10 off.	
7 and 8-in., 45% off.	
PIPE (CONDUCTOR).	
2 inch, in 10-ft. lengths	3 45
3 inch, in 10-ft. lengths	4 20
4 inch, in 10-ft. lengths	5 53
5 inch, in 10-ft. lengths	7 60
6 inch, in 10-ft. lengths	9 25

PITCH.	
1 line, per bbl.	4 50
PLANES.	
Wood bench, Can., 15 per cent.	
Wood, fancy, 30 to 35 per cent.	
Prices, Pilers and Nippers.	
Button's, genuine, 37 $\frac{1}{2}$ to 40 per cent.	
PLATES (BOILER).	
Montreal Toronto	
Plates, $1\frac{1}{2}$ to $\frac{1}{2}$ inch, per 100 lbs.	2 40 2 50
Heads, per 100 lbs.	2 65 2 75
Tank plates, 3-16 inch	2 70 2 80

PLUGS (METAL).	
Painted wall plugs, per 1,000	\$20 00
Galv. wall plugs, per 1,000	23 00
POLISH.	
O-Cedar, 4 oz. bottles	\$2 60
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, $\frac{1}{2}$ -gal. can	16 00
O-Cedar, 1-gal. cans	24 00
Liquid veneer, 4-oz.	2 00
Liquid veneer, 12-ozs.	4 00
Liquid veneer, quarts	8 40
Tandem metal polish paste.	6 60
Axoline brass cleaner, 100 in pkg.	6 50

RAZORS.	Per doz.
Boker's King Cutter	14 50
Henckels	7 50
Gillette Safety, each	3 75
Star Safety Razor, 33 $\frac{1}{2}$ per cent.	
Edelweiss	17 50
Ever-Ready, doz.	9 00
Ern Razors	6 00 to 18 00
Ern Junior Razor	14 50
REELS, HOSE.	
Plain wood, each	0 75
Plain wood, with drum, ea.	0 95
Metal	1 40

RIVETS AND BURRS.	
Iron rivets, blacked and tinned, 75%.	
Iron burrs, 75 per cent.	
Copper rivets, usual proportion of burrs, 35 and 12 $\frac{1}{2}$; burrs, 30 and 12 $\frac{1}{2}$ per cent.	
Extras on Coppered Rivets, $\frac{1}{4}$ -lb. packages, 1c per lb.; $\frac{3}{4}$ -lb. pkgs., 2c lb.	
Coppered Rivets, net extras, $2\frac{1}{2}$ c per lb.	
ROOFING.	
Tarred felt (7 oz.)	\$2 10
Tarred felt (10 oz.)	2 10
Tarred felt (16 oz.)	2 16
Per roll	
2 ply R.R.	0 75
3 ply R.R.	0 95
2 ply R.R., complete in roll	1 15
3 ply R.R., complete in roll	1 35
Samson 1-ply, roll	1 45
Samson 2-ply, roll	1 90
Samson 3-ply, roll	2 30
Amatite roofing, per sq.	2 70
Ready 2-ply, Shield, per roll	0 75
Ready 3-ply, Shield, per roll	0 95
Tarred 210 roofing felt.	
Tarred roofing felt, cwt.	2 10
Compo certainfeed, 1-ply	1 25
Compo certainfeed, 2-ply	1 55
Compo certainfeed, 3-ply	1 85

ROPE.	Lb.
Pure Manila basis	14
British Manila basis	11
African hemp basis	11
Sisal basis	9 $\frac{1}{2}$
Double lath yarn basis	9 $\frac{1}{2}$
Single lath yarn basis	8 $\frac{1}{2}$

Russian deep sea line basis	20
Russian tarred ratline basis	17
Russian tarred bolt rope basis	18
Jute rope basis	12 $\frac{1}{2}$
Italian rope basis	24
Basis ($\frac{1}{2}$ " dia. and larger).	
Cotton rope, 3-16 and larger	21
Sisal Clothes Line.	
3-ply, 30 ft.	0 45
3-ply, 40 ft.	0 60
3-ply, 48 ft.	0 72
3-ply, 60 ft.	0 90
3-ply, 72 ft.	1 08
3-ply, 100 ft.	1 50
6-ply, 40 ft.	0 95
6-ply, 48 ft.	1 15
6-ply, 60 ft.	1 45
6-ply, 72 ft.	1 75
6-ply, 100 ft.	2 40

RULES, BOXWOOD.	
.. Rabone's. Per doz.	
No. 1375—2 ft.	(51) 1 80
No. 1101—2 ft.	(52) 3 90
No. 1167—2 ft.	(7) 3 60
No. 1106—2 ft.	(53 $\frac{1}{2}$) 4 10
No. 1375—3 ft.	(66 $\frac{1}{2}$) 2 60
No. 1112—3 ft., hf. bound	6 00
No. 1190—With level	8 85
No. 1493—Brass blacks'hs	1 70
No. 1494—Brass blacks'hs	2 20

SAWS.	
Atkins Hand and Crescent, 25 p.c.	
Diston's Hand, net prices, new list.	
Simonds' Hand, 15 per cent.	
Shurly & Dietrich, 35 per cent.	
Spears & Jackson, 40 per cent.	
SCALES.	
Gurney Standard, 30 per cent.;	
Champion, 45%.	
Burrow, Stewart & Milne —	
Imperial Standard, 30 per cent.;	
Champion E. B. Scales, 35 per cent.	
Fairbanks Standard, 30; Do-	
minion, 45; Richelleu, 45.	
Net Prices.	
Champion, 4 lb., \$2.50 plus 30c	
for stamping; 10 lb. \$3.75 plus	
50c for stamping; 240 lb., \$5.50	
plus 50c for stamping; 600 lb.,	
platform, \$14 plus \$1 for stamp-	
ing; 1,200 lb., platform, \$16.50	
plus \$1 for stamping; 2,000 lbs.,	
platform, \$22 plus \$1 for stamp-	
ing; 2,000 lb. drop lever, \$26 plus	
\$1 for stamping.	

SAP SPOUTS.	Per 1,000
Bronzed cast iron with hooks	6 00
Eureka, tinned steel, hooks	8 00
SCOOPS (FURNACE).	
	Doz.
D. Handle	\$3 25
L. Handle	3 25

SCREWS (MACHINE).	
Flat head, 1 ron and brass, 35 per cent. Fillister head, iron, 30; brass, 25 per cent.	
SCREWS.	Per cent.
Wood, F. H., bright, 85, 10, 7 $\frac{1}{2}$, 10, 5 per cent.	
Wood, R.H., bright, 80, 10, 7 $\frac{1}{2}$, 10, 5 per cent.	
O.H., bright, 80, 10, 7 $\frac{1}{2}$, 10 p.c. 5 per cent. off list.	
Wood F.H., brass.. 75 10 7 $\frac{1}{2}$ 10	
Wood R.H., brass.. 70 10 7 $\frac{1}{2}$ 10	
Wood F.H., bronze 70 10 5 10	
Wood R.H., bronze 65 10 5 10	
Drive screws .. 65 10 5 10	
Set case hardened	60 10
Square cap .. 50 and 05	
Hexagon cap .. 45	
Bench, wood, per doz.	\$5 00
Bench, iron, per doz.	4 25

SCYTHES.	
Cast steel, doz.	\$ 6 50
Clipper, doz.	7 50
Guaranteed, doz.	9 00
Rush, doz.	7 50
SCYTHE SNATHS.	
No. 1, per doz.	\$8 40
No. 2, per doz.	7 70
No. 3, per doz.	7 35
Buss., per doz.	8 40
No. 20, per doz	8 75

Shurly & Dietrich,	35 per cent.
Spear & Jackson,	40 per cent.

SCALES.

Gurney Standard,	30 per cent.;
Champion,	45%.

Burrow. Stewart & Milne —



What You Want to Know

What you want to know about **MURESCO** is what it will do, and what profit there is for the dealer; the price is right, quality the best. Has held its own for 25 years. Our dealer proposition—write for it to-day.

MADE IN CANADA

BENJAMIN MOORE & CO., LIMITED

4 LLOYD ST. WEST TORONTO CANADA

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at

INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand
Prize

GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

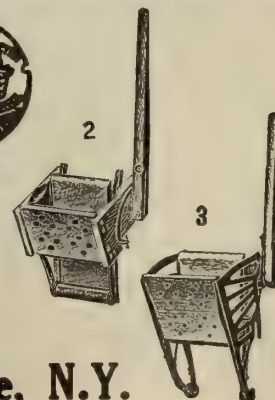
THE WHITE MOP WRINGER

always bears this trade-mark
LOOK FOR IT.



Janitors and Housekeepers praise these wringers, because they wring easily and neatly, are durable, practical and useful.

Ask your jobber for them or write to us.



White Mop Wringer Co., Fultonville, N.Y.

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	2 50	2 55
12 gauge	2 55	2 60
14 gauge	2 35	2 35
16 gauge	2 40	2 40
18-20 gauge	2 45	2 50
22-24 gauge	2 50	2 55
26 gauge	2 60	2 65
28 gauge	2 70	2 75

SHEETS.

Corrugated, galv., 10% off.	
22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Galvanized

B.W. Queen's	Fleur-de-Lis	Gorbals
16-20 .. 3 80	3 45	3 80
22-24 .. 3 85	3 55	3 85
26 .. 4 10	3 90	4 10
28 .. 4 35	4 10	4 35

Colborne Crown—16-20 gauge, \$3.60; 22-24 gauge, \$3.65; 26 gauge, \$3.90; 28 gauge, \$4.15.

Apollo Brand	Montreal	Toronto
14 gauge	2 95	
16 gauge	2 95	
18-20 gauge	3 10	
22-24 gauge	3 45	3 20
26 gauge	3 70	3 55
28 gauge	4 05	3 70
10 1/2 oz.	4 25	3 90

SHELLERS, CORN.

Black Hawk, doz.	18 00
Plymouth Rock, doz.	8 50

SHOVELS AND SPADES.

	1st	2nd	4th
Shovels	60 55	55 and 2 1/2	45%
Socket sc'ps. 50 and 5			45 and 5
Rivet scoops 50			
Drain tools 60 60			
Scoops	50 and 5		45 and 5
Hollow backs			
and sand. 60			45
Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.			
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.			

SIFTERS, ASH.

Wood sifters, doz.	\$ 1 75
Rocker, No. 1, each.	3 60
Rocker, No. 3, each.	2 50
Banner, each.	1 70

SINKS.

Cast iron, 16x24, \$1.10; 18x30, \$1.50; 20x36, \$2.25.	
Flat rim enameled sinks, 16x24, \$3.50; 18x30, \$4; 18x36, \$5.15.	

SLIDING SHOES.

Onward Sliding Shoes, 40%.

SNAPS.

Harness, 25%.

SOLDER.

Tinker's bar

Wire solder, lb.

Bar half-and-half. 0 22 0 21

SOLDERING IRONS.

Base, per lb., 28 cents.

SOLDER WIPING.

Acme

Commercial

Easy

Star Extra

Strictly standard wiping 0 21

SPELTER.

Foreign, per 100 lbs. 6 00 6 00

STAPLES.

Poultry netting, 100 lbs.

Bed, 100 lbs., No. 14.

Blind, per lb.

Bright Fence, 100 lb. kegs.

Bright Fence, 25-lb. boxes.

Galv'd fence, 100-lb. kegs.

Galv'd fence, 25-lb. boxes.

Cooper's staples, 45%.

Bright spear point, 75%.

SWEETENERS, CARPET.

Univ. japd., cyco bearing.

Univ. N.P., cyco bearing.

Grand Rapid, japd., ball-bearing.

Grand Rapid, N.P., ball-bearing.

Princess N.P., ball-bearing.

Elite, ball-bearing.

Am. Queen N.P., ball-bearing.

Parlor

SWINGS.

Baby, 2-passenger, each.

Ontario, 2-passenger, each.

Ontario, 4-passenger, each.

Stratford, 4-passenger, each.

WOODEN WASH TUBS.

Boyers Gliding Settees with awning, each	8 50
Without awning, each	12 50

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; 1/4 weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, 82 1/2; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; Hing tacks, solid heads, in bulk, 75; saddle nails in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 9 and 10; double pointed tacks, bulk, 55; clinch point shoe tacks, 45 and 10; cheese box tacks, 87 1/2; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES—Lufkins.

Ass skin, No. 713, 50 ft., doz. 2 85	
Ass skin, No. 714, 66 ft., doz. 3 40	
Linen, No. 404, 66 ft., ea.	1 10
Metallic, No. 603, 50 ft., ea.	1 40
Rival steel, No. 263, 50 ft., ea.	2 90
Rival steel, No. 266, 100 ft.	4 90
Reliable Jr., No. 103, 50 ft.	2 70
Rabone's.	
Tape Lines, linen, No. 2601	
x50, each	\$1 00
Metallic, No. 4011x50, ea.	1 35
Metallic, No. 4011x66, ea.	1 55
Steel, No. 2891x50, ea.	2 70
Steel, No. 4161x50, ea.	3 00
Steel, No. 4161x50, ea.	5 15

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10%.

TIES (METAL).

Galv. wall ties, per 1,000.

Painted wall ties, per 1,000.

TIES, COW.

McKinnon, 40% discount.

Greenings, 40% discount.

TIN.

Montreal Toronto

Tin, per lb.

TINNERS' TRIMMINGS.

Discount, 45%.

Plain, 70 and 5%.

Re-tinned, 72 and 5%.

TOOLS, HARVEST.

Samson, 47 1/2%; ord., 50%.

TRAPS (STEEL AND GAME).

Newhouse, 40%.

Hawley & Norton, 57 1/2%.

Victor, 70%.

Oneida Jump, 65%.

TRESTLES.

5 ft., each.

8 ft., each.

10 ft., each.

12 ft., each.

14 ft., each.

16 ft., each.

18 ft., each.

20 ft., each.

5 ton lots, 1/4c per lb. allowance.

Delivered in 300-lb. lots and over.

Wrapping cotton

4-ply

3-ply

TUBES.

Boiler Tubes.

100 ft., 1 1/2 in.

100 ft., 2 in.

100 ft., 2 1/2 in.

100 ft., 3 in.

100 ft., 3 1/2 in.

100 ft., 4 in.

Samson Galvanized.

No. 11, doz. net

No. 22, doz. net

No. 33, doz. net

Common Galvanized.

No. 1, doz.

No. 2, doz.

No. 3, doz.

	Per nest.
Nests of 3—0, 1 and 2.	\$2 88
Nests of 3—1, 2 and 3.	2 05
Nests of 4—0, 1, 2 and 3.	2 95
No. 0, per doz.	11 00
No. 1, per doz.	9 00
No. 2, per doz.	8 00
No. 3, per doz.	7 00

V**VALVES, ETC.**

Ground work, 55%.
Stand, compr. work, 65%.
High-grade compr. work, 55%.
Cushion work, 55%.
Fuller work, 70%; No. 0, 70, 10%, and 1 and 2 basin cocks, 70%.
Flatway stop and stop and waste cocks, 60, 10%; roundway, 60 and 5%.
J.M.T. Globe, Angle and Check Valves, 50%; Standard, 60%.
J.M.T. Radiator Valves, 55%; Standard, 60; patent quick opening valves, 70 and 10%.

W**WARE, COPPER AND NICKEL.**

Copper boilers, kettles, 50%.
Copper tea and coffee pots, 50%.
Copper pitts, 30 and 5%.
Foundry goods, hollow ware, 40 and 5%.

WARE, ENAMELED.

White ware, 75 per cent.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial and Colonial steel, 60 and 10 per cent.
Star decorated steel, 33 1/2 p.c.
Hollow ware, tinned steel, 40 per cent. off.
Enamelled street signs, 50 p.c.

WARE, TIN, PIECED.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails, 35 per cent.
Copper bottom tea kettles and boilers, 35 per cent.
Coal hods, 35 per cent.
Boiler and tea kettle pits, 30 and 5 per cent.

WARE, STAMPED.

Plain, 72 1/2 and 5.
Retinned, 72 1/2 and 5.
Tinner's trimmings, 72 1/2 and 5.

WASHERS, IRON.

Full box, 45 per cent. smaller.
Full box, 45 p.c.; smaller lots, 30 p.c.; assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEATHERSTRIP.

Narrow wood and felt. 1 1/4c ft.
Medium wood and felt. 1 1/4c ft.
Wide wood and felt. 2 1/4c ft.
All felt Frost King. \$4.40 doz.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2 00
Sectional, 1/2 lb., per 100 lbs. 2 25
Solid, 3 to 30 lbs., per 100. 1 60

WEIGHTS.

Smarts, Horse, 3 1/2c lb.

WHEELBARROWS.

Navy, steel wheel, doz. 21 00
Garden steel wheel, doz. 32 40
Light garden, per doz. 22 80
Heavy garden, L-side 33 00
Heavy farm, solid side 33 00

WHIFFLETREES.

Tubular steel, 28 ins. 0 70
Tubular steel, 34 ins. 1 00
Tubular steel, 36 ins. 1 25
Tubular steel neckyokes, 36 inches

WIPERS.

(See Paint Markets)

WIRE.

Brass wire, 50 and 5 per cent.
Copper wire, 50 and 2 1/2 per cent.
Annealed Cut Hay Baling Wire, No. 9, \$3.75; No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13 1/2, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE, CLOTHES LINE.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$5.30; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F.O.B. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL.

Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extra net. Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 30-34, \$6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in 1/2-lb. hanks, 28c; in 1/4-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

No. 13, \$2.20; No. 14, \$2.40; No. 15, \$2.50 f.o.b. Montreal, Toronto, Hamilton and London.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, \$2.20 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra. No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, \$1.25, bright soft drawn 15c, charcoal (extra quality), \$1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in 1/2-lb. hanks, 75c; in 1/4-lb. hanks, \$1.

WIRE CLOTH.

Painted screen, in 100-ft. rolls. \$1.55 per 100 sq. ft.; in 50-ft. rolls, \$1.60 per 100 sq. ft.
Rustless screen, 7c. sq. ft.
Cut lengths, 8c sq. ft.

WIRE (FENCE).

	Per cwt.
Barb ..	2 35
No. 9, coil spring	2 25
No. 9, plain galvanized.	2 15
No. 12, plain galvanized.	2 30
No. 13, plain galvanized.	2 40
O. & A., No. 10.	2 36
O. & A., No. 11.	2 42
O. & A., No. 12.	2 50

F.O.B. Montreal, Toronto and London.

WIRE ROPE.

Galvanized, 1st grade, 6 strands 24 wires, 3/8, \$5; 1 inch, \$16.80.
Black, 1st grade, 6 strands, 19 wires, 3/8, \$5; 1 inch, \$15.10. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES.

	Cwt.
Single Loop, No. 14	\$3 00
Single Loop, No. 15	3 15
Single Loop, No. 16	3 30

WRINGERS—Less 20 p.c.

Royal Canadian, 11 in., doz.	45 25
Eze, 11 in., per doz.	49 50
Cycle, 11 inch	54 00
Trojan, 12 inch	100 00
Favorite 511E	57 75
Unexcelled 1041E	72 00
Challenge 311E	48 75
Gem 141	47 25
Sunlight 111	42 00
Ottawa, 341E	54 00
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Majestic, 11 in.	47 25
Perfect, 11 in.	52 75
Bicycle, 11 in.	56 25
Wrenches, Trimo. 65 p.c. off list.	



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Plate, Sheet, and all Kinds of Glass

for building purposes

Manufacturers of Mirrors and Art Glass. Show Cases and Fixtures

*Satisfaction and prompt service guaranteed***Excelsior Plate Glass Company, Limited**

189-91 Queen St. E., TORONTO

Good Pumps with Good Profits

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted good through and through "Aremacdee" Brand.

Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps—for Force or Lift use—every size, style, kind, in our big catalogue.

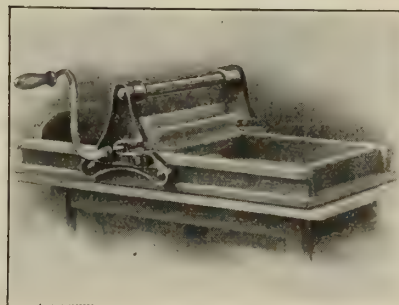
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R. McDougall Co., LIMITED
GALT, CANADA

Maxwell "British" Butter Worker

has been on the market for years and has been adopted by the best dairies in Great Britain and Canada.



Results in Better Butter and Bigger Profits. Makes the butter firm, even and consistent all through. In three sizes—14", 17" and 20" wide.

MAXWELLS LIMITED St. Marys, Ont.

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\$3.00 PER ANNUM.

THE FINANCIAL POST OF CANADA, TORONTO

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, \$6.20 per 100 lbs.
5 lb. packages, \$6 per 100 lbs.

ALCOHOL.

5 gal. lots, per gal., \$1.

BEESEWAX.

Bronzing liquid, No. 1 ...\$1 75

Banana oil, gal. 4 00

BRUSHES.

Weighted, 15 lbs., doz. ...\$14 70

Weighted, 20 lbs., doz. ... 19 90

COATING.

Cement Coating\$2.55 3.00

COLORS (DRY).

Per lb.

Raw Umber, 100 lb. keg. ... 0 09

Burnt Umber, 100 lb. keg. ... 0 09

Raw Sienna, 100 lb. keg. ... 0 09

Burnt Sienna, 100 lb. k. ... 0 09

Imperial green, 100 lb. k. ... 0 12

Italian red, 100 lb. keg. ... 0 05

Brunswick green, 100-lb. k. ... 0 06

Indian red, 100 lb. keg. ... 0 10

Indian red, No. 1, 100 lb. k. ... 0 06

Vermilion, 100 lb. keg. ... 0 20

Drop black pure dry ... 6 12

Golden ochre, 100 lb. keg. ... 0 03½

White ochre, barrels ... 0 04

Yellow ochre, barrels ... 0 01½

Sour ochre, 100 lb. keg. ... 0 02

Canadian red oxide, bbls. ... 0 02

Saper magnetic red ... 0 02½

COLORS IN OIL.

Venetian red 1-lb. tins, pure ... 0 12

Chrome yellow, pure ... 0 23

Golden ochre, pure ... 0 14

French ochre, pure ... 0 12

Chrome green, pure ... 0 11

French permanent green, pure ... 0 15

Signwriters' black, pure. ... 0 20

Marine black, 25-lb. irons ... 0 06

DRIERS.

Patent 25 lb. tins, 8c. lb.; patent 1 lb. tins, 11c. lb.

ENAMELS.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.) ... 1 80

Alba-Gloss enamel ... 4 00

Anchor Floorlustre ... 1 80

Low Bros'. Linduro ... 4 20

FILLER.

Luxeberry Enamel ...\$5 00

Screen Enamel B.B. ... 1 65

GLUE.

Per lb.

French medal ... 0 14

German common sheet ... 0 10

German prima ... 0 17

White pigfoot ... 0 21

Perfection amber, ground, No. 1230 ... 0 13

Ground glues at same prices.

XL ... 0 13

XL ... 0 11½

CL ... 0 12

C ... 0 11

GLASS.

(TORONTO QUOTATIONS.)

Size United Inches. Star

Under 26 ...\$6 50

26 to 40 ... 7 00

41 to 50 ... 7 40

51 to 60 ... 8 00

61 to 70 ... 8 75

71 to 80 ... 9 50

81 to 85 ... 10 50

86 to 90 ...

91 to 95 ...

96 to 100 ...

Double Diamond.

Size United Inches.

Under 26 ...\$ 8 60

26 to 40 ... 10 00

41 to 50 ... 11 70

51 to 60 ... 12 00

61 to 70 ... 12 75

71 to 80 ... 13 85

81 to 85	17 50
86 to 90	18 85
91 to 95	19 20
96 to 100	22 75
101 to 105	32 00
106 to 110	36 00

Discount on 16 oz. glass
20%; discount on double diamond, 20%; cut sizes, 20%.

MONTREAL QUOTATIONS.

Country Base Price.

United	Double
Inches.	Star. Diamond.
25 in.	\$4 25 \$ 6 25
40 in.	4 65 6 75
50 in.	5 10 7 50
60 in.	5 35 8 50
70 in.	5 75 9 75
80 in.	6 35 11 00
85 in.	6 15 12 50
90 in.	15 00
95 in.	17 50
100 in.	20 50
105 in.	16 40
110 in.	21 00

The above Montreal prices under revision.

GLASS, PLATE.

Montreal: Country discount, 35 and 5% off list, delivered.

City discount, 45 and 5% off.

Toronto: Country discount, 40½ off list delivered.

City, 42½ off list.

LEAD.

(White Ground in Oil.)

Prices per 100 lbs. in ton lots.

Montreal Toronto

Elephant, Genuine ...\$8 75 \$8 90

"Anchor," pure ... 8 45 8 60

Green Seal ... 8 45 8 60

Brandram's B.B. Genuine ... 9 45 9 60

C.P. Co. decorat's pu. ... 8 45 8 60

Crown and Anchor, pure ... 8 65 8 80

Decorat's Pure (Wpg) ... 8 60

Lead ... 8 45 8 60

Painter's Perfect ... 7 95 8 10

Low Bros'. White, H.S. ... 8 60

Ramsay's Pure Lead ... 8 45 8 60

Ramsay's Exterior ... 8 15 8 30

Tiger Pure ... 8 45 8 60

"James Genuine" ... 10 00 10 15

Stephens' H. P. P. (Winnipeg) ... 8 70

Less than ton lots, 20c per cwt. higher.

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt. ... 8 00 6 38

Genuine, 100-pound kegs, per cwt. ... 8 25 6 75

No. 1 casks, per 100 lbs. ... 7 75 6 25

Less quantity ... 8 50

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots. ...\$17 50

2 lb. pkgs., per 100 lbs. ... 15 00

5 lb. pkgs., per 100 lbs. ... 12 00

25 lb. pkgs., per 100 lbs. ... 11 00

100 lb. pkgs., per 100 lbs. ... 9 75

200 lb. kegs, per 100 lbs. ... 9 60

300 lb. pkgs., per 100 lbs. ... 9 50

400 lb. casks, per 100 lbs. ... 9 00

MURESCO.

Tints in 5 lb. packages, per 100 lbs., \$5.40.

OILS (LINSEED RAW).

Montreal Toronto

Single bbls. ... See weekly report

3 to 5 bbls. ... See weekly report

6 to 9 bbls. ... See weekly report

LINSEED, BOILED.

Single bbls. ... See weekly report

3 to 5 bbls. ... See weekly report

6 to 9 bbls. ... See weekly report

PAINTS (PREPARED).

Per gallon in qt. tins.

Sherwin-Williams paints, base ... 2 00

Canada Paint Co.'s pure ... 2 00

Elephant and Prism ... 1 80

Benj. Moore Co.'s "Egyptian" Brand ... 1 45

Moore's house colors, per gallon ... 1 75

Brandram-Henderson's "English" ... 2 00

Fresco-Tone, in quarts ... 1 80

Ramsay's paints, pure ... 1 80

Ramsay's paints, Thistle ... 1 60

Martin-Senour, 100 p.c. pure ... 2 00

Senour's floor paints ... 1 60

Maple Leaf Paint (Imp. V. & C. Co.) ...

Jameson's Crown and Anchor brand ... 1 60

Low Bros' High Standard ... 2 00

Stephens' House Paint (Winnipeg) ... 1 90

Stephens' Floor Paint (Winnipeg) ... 1 75

Silkstone Wall Color ... 2 00

PARIS, PLASTER.

Per bbl. ... 2 25

PARIS WHITE.

In bbls. ... 0 30

PIGMENTS.

Orange Mineral, casks ... 0 08½

Orange Mineral, 100-lb. kegs ... 0 08¾

PRIMER.

Luxeberry Primer ...\$2 25

PASTE WOOD FILLER B.B.

1 lb. cans ...\$0.18

2 lb. cans ... 0.18

5 lb. cans ... 0.17

10 lb. cans ... 0.16

25 lb. cans ... 0.12

100 lb. kegs ... 0.11

¼ barrels ... 0.10½

Barrels ... 0.10

PUTTY.

Standard Montreal Toronto

Bulk, in casks ... 2 30 2 50

Bulk, 100-lb. drums ... 2 50 2 60

Bulk, 25-lb. drums ... 2 60 2 70

Bladders, in bbls. ... 2 80 2 90

Pure Putty, 60c cwt. advance.

SHELLAC.

Gum, 32c lb.; finest orange, 42c lb.

TAR (PINE TAR).

Half pint tins, per doz. ... 0 60

Pint tins, per doz. ... 1 10

PAINT AND VARNISH REMOVER.

Taxite, 1 gal. cans ... 2 10

Cumoff ... 2 10

TURPENTINE.

Montreal Toronto

5 gal. ... See weekly report

Pure, single bbls. ...

See weekly report

SLATING.

Gal.

2 to 4 bbls. ... 0 60 0 64

Liquid Slating, B.B. ... \$3.00

STAINS.

Gal

Oil, & Spirit, Berry Bros. ...\$2.50

Water Stains, Berry Bros. ... 1 25

Berrycraft stn finish ... 3.00

Shingletint, 5 gal. cans ... 1.15

VARNISHES.

Per gal. cans

Liquid Granite ...\$3 00

Elastic Interior ... 3 00

Elastic Outside ... 6 00

Luxeberry, light ... 3 00

Luxeberry, white ... 5 00

Luxeberry, spar ... 4 50

Luxeberry, exterior ... 5 00

Dugloss finish ... 3 00

Carriage, No. 1 ... 1 50

Lxcello ... 2 00

Mar-Not ... 2 70

Elastic Oak ... 1 50

Light oil finish ... 1 35

Gold sized japan ... 2 00

Baking black japan ... 1 35

No. 1 black japan ... 0 95

Crystal Damar ... 2 50

No. 1 Damar ... 2 25

Oilcloth ... 1 50

House painters' white jap. ... 1 95

Elastilite varnish ... 2 25

Copaline varnish ... 2 25

Granitine floor finish ... 2 25

Jameson's floor enamel ... 1 75

Sherwin-Williams' KOPAL varnish ... 2 60

Canada Paint Co.'s SUN varnish ... 2 25

"Flint-Lac," coach ... 1 30

B. H. Ltd., "Gold Medal," cases ... 1 80

Dependon Lt. H. Oil Finish ... 1 55

Everlastic Floor ... 2 30

Elastica exterior finish ... 4 25

Flatline floor finish ... 3 70

Stovepipe varnish, ¼ pts. gross ... 9 00

Pure white shellac varnish ... 2 00

Pure orange shellac varnish ... 1 90

No. 1 orange shellac varnish ... 1 75

Stones Which Outsell the Mail Order Man

Competition is mighty close nowadays. You know that! Every dealer needs to watch that he stocks only goods which give absolute satisfaction as long as they are used. Stock quality! Talk quality! Show your customers the advantage of buying guaranteed merchandise of known reputation, right at home. That's the way we sell

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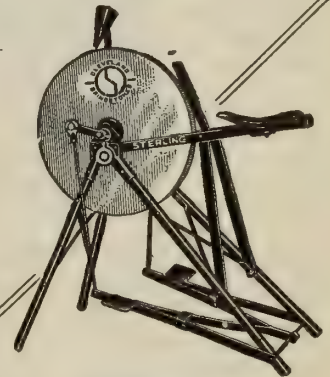
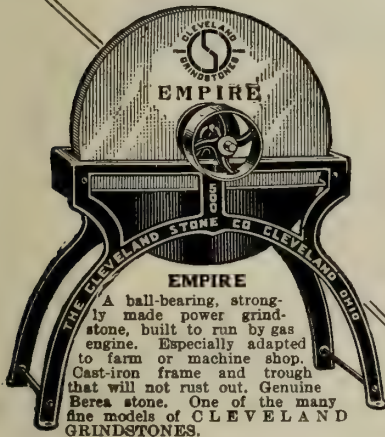
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Here are the only genuine Berea stones—the acknowledged world-standard grindstone rock. Every one personally selected for proper grit by experts of 50 years' experience. Every one guaranteed to wear evenly and smoothly. Fair priced to the dealer, allowing a good profit. Delivered to you by a nearby jobber. We make it easy for you to sell Cleveland Grindstones, and keep your home trade. We tell how in a mighty strong book—

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STERLING
Ball-bearing with steel tubular frame. Rigid and strong. Genuine Berea or Huron stone. Shipped knocked down and crated. Only one bolt to set.



Amatite ROOFING

It needs no painting

Put Amatite on your farm buildings and you need never worry, for you have a good roof.

It is a comfort also to know that you won't have to paint these roofs, for

frequent painting costs almost as much as a new roof.

Amatite is waterproofed with Coal Tar Pitch, the best waterproofing material known, and it has a real mineral surface. Write today for sample.

THE PATERSON MANUFACTURING COMPANY, LIMITED

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BOOKS FOR HARDWAREMEN

Every hardwareman can get valuable pointers and make his business a more profitable proposition if he will study the experiences of experts who have 'made good.' Our Technical Books for hardwaremen cover a wide range of subjects, among which may be mentioned Metal Working Books, Hardware Window Dressing, Store Business Methods, Paints and Painting, Salesmanship and Sales Plans and Advertising. We have also the very latest books on the plumbing and heating problems.

Technical Books, 143-153 University Ave., TORONTO

Winnipeg Hardware Quotations

AMMUNITION.

Powder, per keg\$7 00

ANVILS.

Peter Wright, 80 lbs. and up, 11½¢ per lb.; clip horn, 12½¢.

AUGER BITS.

"Irwin" bits, 45 per cent.; common, 70 and 10 per cent.

AXES.

H. B., 1 lb., \$6.25 per doz.; 1½ lb., \$6.65; 2 lb., \$6.90; 2½ lb., \$7.50; 2¾ lb., \$7.75; 3, 3½ and 4 lb., \$8; H. B. Handled Axes, 2 lb., \$8; 2½ lb., \$9.50; 3 lb., 3½ lb. and 4 lb., \$10; Black Prince Axes, unhandled, \$8.00; Black Prince axes, handled, \$10.25; Bench axes, 35%; Broad axes, 5 to 7½ lb., \$28 per doz.; 7½ to 9 lb., \$30.80.

BARNS. CROW.

\$4 per 100 lbs.

BAR IRON.

Bar iron, \$2.50; Swedish iron, \$4.25; sleigh shoe steel, \$2.85; spring steel, \$3.40; machine steel, \$3.75; tool steel, Black Diamond, 100 lbs., \$8.50; Brittain Brand Tool Steel, \$8.50.

BELTING.

Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting, 66 2-3% off the list.
No. 1, 66 2-3% off list.
Standard, 60% off list.
The "double" list is just twice the price of "single."

BELT LACING.

In sides, tanned, \$1 per lb.; cut, \$1.10 per lb.; rawhide, sides, 95¢; cut, \$1.06.

BLOCKS.

Steel, 50 per cent.; wood, 60 p. Steel, 50%; wood, 60%.
Wood, tackle, common, 60%.

BOLTS.

Carriage, ¾ and smaller, 60%; 7-16 and larger, 50%; machine, ¾ and under, 60%; 7-16 and over, 50%; machine set screws, 65%; plough bolts, 45%; nuts, small lots, 2¢ off; case lots, \$2.75 off; stove bolts, 77½%; sleigh shoe bolts to ¾, 50%; 7-16 and up, 40%.

BUILDING PAPER.

Tarred, 57½ to 88¢ per roll, according to quality; plain, 45 to 72¢; tarred, felt, 8 and 10 oz., \$2.60; 16 oz., \$2.85 per 100 lbs.

BUTTS.

Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.

Coll. 3-16 in., \$10.00; ¼, \$7.25; 5-16 \$5.85; ¾, \$5.00; 7-16, \$4.75; ¼, \$4.50; 9-16, \$4.50; ¾, \$4.40; ¾, \$1.25; Logging, 5-16, 6¼¢; ¾, 5¼¢; Tie out, 70 and 10 per cent.

URNS.

Barrel, No. 0, \$5.13; No. 1, \$5.13; No. 2, \$5.70; No. 3, \$6.27; No. 4, \$7.41 each.

CLEAVES. MALL.

7½¢ per lb.

COPPER.

Sheet and planished copper, 34¢ per lb. Tinned, 27¢. Braziers' soft copper, 10-24 in., 28¢; 27¼¢.

DRILLS.

Bit Stock, 60 per cent.; Blacksmith, ½ in., round shank, 55 p.c.

ENAMELWARE.

Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60%.

FERRULES AND RINGS.

30 per cent. off.

FILES.

American, 70 and 12¼%. Nicholson's, 65%.

FIXTURES.

Stall hollow bar, No. 3, \$1.

GALVANIZED WARE.

37½ per cent.

GASOLINE.

Painters' naphtha, bbls., 21¢ per gal.; \$3.45 per case.

GLASS, WINDOW.

	Single	Double
Up to 25 in.....	5 25	7 00
26 to 40	5 75	7 75
41 to 50	6 25	8 75
51 to 60	6 75	9 75
61 to 70	7 25	10 75
71 to 80	7 75	11 75

GLASS (Plate).

35% off f.o.b. Regina, Winnipeg, Calgary, and Edmonton.

GRINDSTONES.

Per 100 lbs., \$1.75.

Mounted on steel frames, \$4.50

HINGES.

Light T and strap, 60%.
Corrugated strap, in bulk, 4, 5, 6, 8, 10 and 12, 80¢, \$1.08, \$1.40, \$2.25, \$3.40, and \$5.20.

Corrugated strap, 4, 5, 6, 8, 10, and 12, 80¢, \$1.08, \$1.40, \$2.25, \$3.40 and \$5.20.

HORSESHOES.

Iron, No. 0 to 1, \$4.90; No. 2 and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel, No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$6.50.

JACKSCREWS.

60 per cent. off list.

KNOBS.

Door, 307, \$1.20.

IRON BAND.

1½ in., \$2.85; 1¼, \$2.85; 1 in., \$2.90.

IRON, GALVANIZED.

Apollo and "Fleur "Queen's de Lis." Head."
10% oz. or 28 Eng. 4 75 5 10
28 Am or 26 Eng. 4 50 4 85
26 Am. or 26 spec'l 4 25 4 60
24 Am. and Eng.. 4 10 4 45
22 Am. and Eng.. 4 10 4 45
18 & 20 Am. & Eng. 4 00 4 30
16 Am. and Eng.. 3 85 4 15

IRONS, SAD.

Common Sad Irons, 8 lbs. and 6¢ per lb.; 4 lbs., 7¼¢ per lb.
Mrs. Pott's No. 55, set..... 0 95
Mrs. Pott's No. 50, set..... 1 00
Asbestos Sad Irons.
No. 100, set 1 80
No. 70, set 1 65
Mrs. Pott's common sad iron handles, 85¢ a dozen. Mrs. Pott's improved, \$1.05 a dozen.

LANTERNS.

No. 2, plain 7 25
No. 20, X-ray 11 00
No. 22, Dash-board 9 75
Trulite short globe, doz.... 7 25

LEAD PIPE.

\$7.50 coll; less coll, \$8 cwt.

LEAD WASTE.

\$8 to \$3.50 per cwt.

LINSEED OIL.

Raw, per gal., 66¢; boiled, per gal., 60¢.

These prices are for barrels. Less amounts 5¢ per gal. extra, with additional charges for cans, etc.

LOCKS.

Peterboro and fittings, 45%.

MATTOCKS.

Pick, \$5.75; cutter, \$5.75.

NAILS.

Wire f.o.b. Fort William, \$2.40 base; Winnipeg, \$2.80 base. Cut, f.o.b. Winnipeg, \$3.35.

NAILS, HORSE.

Capewell, 10 and 5 off list.

NETTING.

Poultry, 50%.

NUTS.

Square and hex., small lots, f.o.b. \$2 off; case, \$2.75 off.

OIL CANS.

	Tin	Gal.
½ gal., dome top....	\$2 10	\$3 04
1 gal., dome top....	2 55	3 42
2 gal., dome top....	3 97	4 55
3 gal., dome top....	5 10	7 35
5 gal., dome top....	6 34	8 25

OILS.

Silver Star oil, 18½¢ gal.; Royalite oil, 16¢ gal.; Palacine oil, 18½¢ gal.; Capital Cylinder, 56¢ gal.; Standard gas engine oil, 41¢; Polarine oil, 60¢ gal.; Prairie Harvester oil, 30½¢ gal.

DRY COLORS.

Yellow ochre, in bbl. lots, 2½¢; less than barrel lots, 3¢; golden ochre, barrels, 3½¢; less than barrels, 4½¢; Venetian red, barrel, \$2; less than barrels, \$3; American vermilion, 12¢; English vermilion, \$1 per lb.; Canadian metallic oxides, barrel lots, 3½¢; English purple oxide, in casks, 3½¢; less quantities, 4¢ per lb. Red lead, kegs, \$8.50. 9¢ lb. for less.

PARIS GREEN.

1 lb. pkgs., 21½¢. small lots and cases.

PICKS.

Clay, 6-7, \$4.50 per dozen.

PIPE, IRON.

¾ inch, \$3.50; ¾ inch, \$3.60; ½ inch, \$4.20; ¾ inch, \$5; 1 inch, \$7.35; 1¼ inch, \$9.90; 1½ inch, \$12; 2 inch, \$16; 2½ inch, \$25.60; 3 inch, \$33.45.

IRON PIPE.

Black, ¼ inch, \$2.50; ¾ inch, \$2.60; ½ inch, \$3.20; ¾ inch, \$3.75; 1 inch, \$5.50; 1¼ inch, \$7.45; 1½ inch, \$9.90; 2 inch, \$12; 2½ inch, \$19.25; 3 inch, \$25.15; 3½ inch, \$30.25; 4 inch, \$35.80; 4½ inch, \$42.35; 5 inch, \$49.75; 6 inch, \$64.40.

PLASTER.

Paris, per bbl., \$3.25.

PLATES, CANADA.

Half polish, 6-7 inch, \$3.65; 8 inch, \$3.90; full polish, 6-7 inch, \$4.65; 8 inch, \$4.90. Black sheets—28 gauge, \$3.60; 26, \$3.45; 24, \$3.35; 22, \$3.35; 18-20, \$3.35; 14-16, \$3.10; 10-12, \$3.15.

PLOW SHARES10¢ per lb.

POINTS.

Landslide plow, 1½ x 14 in., \$1.75 per dozen.

PUNITY.

100-lb. drums 3 00
25-lb. irons, per cwt..... 3 10
1½-lb. tins 0 06

RASPS.

Heiler's 70 and 5 per cent.; Heiler's horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.

Iron rivets, 55 per cent.; copper, No. 8, 32¢; 10, 35¢; 12, 37¢; copper burrs, No. 8, 44¢; 10, 47¢; 12, 51¢; copper rivets and burrs, No. 8, 36¢; 10, 38¢; coppered, No. 8, 17¢; 10, 18¢.

ROPE.

Sisal, 10¼¢ base; pure Manila, 15¼¢ base; British Manila, 12¢ base; lath yarn, 9¼¢ base.

SAWS, BUCK.

Happy Medium and Watch Spring, \$4.25; Lance Tooth or Lightning blades, \$6.50; New Century, \$6.50; Maple Leaf, \$5.25; Prince Rupert, \$8.00.

SCALES.

Standard scale, 25 per cent. off; Union scale, 45 per cent. off. Both quotations f.o.b. Winnipeg.

SCREWS.

Bright iron round head, 80, 10 and 5 per cent.; flat head, 85, 10 and 5 per cent.; round head, brass, 70, 10 and 5 per cent.; flat head, brass, 75, 10, 5 per cent.; coach, 60 per cent.

SCYTHES.

Brush, \$8.25.

Grass, \$7.25 to \$8.50.

SHOT.

Soft, \$9.25 per 100 lbs.; chilled, \$9.65; buckshot, \$10.05; ball, \$10.45.

SHEET ZINC.

Cask lots, 10¼¢; small lots, 10½¢.

SHOVELS AND SPADES.

Jones polished, \$8.10 per doz.; Fox & Olds, \$7.10 per doz.; Scoops, D-handled, "Black Cat," No. 3, \$7.70; No. 4, \$8.20; No. 5, \$8.50; No. 6, \$8.75; No. 8, \$9.25; No. 10, \$9.80.

SNATHS, SCYTHE.

Grass, No. 2, \$7.25; brush, No. 1, \$8.25.

SOLDER.

per pound, 25 to 26 cents.

SPIKES.

Pressed, ¼ in., \$4.50; 5-16, \$4.15; ¾, \$3.90; 7-16, \$3.80; ½, \$3.75; ¾, \$3.75.

STAPLES.

Bright wire per cwt., \$2.55 at Fort William, \$2.95 Winnipeg; galvanized staples, \$3.25 Winnipeg.

STEEL.

Sleighshoe, \$2.85 base per cwt.; plow, common, \$4.50; crucible plow, \$5.50; angle, \$3.25; harrow, \$3.25 base; cast, octagon tool steel, 8½¢ base; square tool steel 9¼¢ base; spring, \$3.40; machine, \$3.75 base; tire, \$3.00.

STEEL SQUARES.

40 per cent. off new list.

STOVE PIPE. Rivet. Paten'd

6 in., per 100 ft.... 9 00 9 05

7 in., per 100 ft.... 9 50 9 75

STOVE PIPE ELBOWS.

6 inch, per doz. 1 42

7 inch, per doz. 1 58

8 inch, per doz. 2 37

TACKS.

Carpet, 75-10 per cent. off list.

TIES.

Cow, 35 per cent.

TIN AND TIN PLATE.

Block tin, 58¢ per lb.

Per Box

20 x 28 I.C. 10 25

20 x 28 I.X. 12 25

Terne Plates' 9 75

TOOLS, HARVEST.

Ordinary, 50 per cent.

TURENTINE.

Per gal., barrel lots, 75¢.

VARNISHES.

Per gal. cans

Carriage No. 1 1 75

Elastic Oak 1 90

Furniture No. 1 1 00

Gold size Japan 2 25

Turps, brown Japan 1 00

Crystal Damar 2 50

Oilcloth 2 25

Granitine floor finish 2 25

Pure white shellac varnish 2 20

Pure orange shellac varnish 2 00

Luminette 2 00

Best wearing body 5 00

Best gearing varnish 4 00

Extra light hard oil 1 90

WASHERS.

Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHIFFLETREE CLIPS AND RINGS, NECK YOKE CENTRES.

42½ per cent. off the list.

WHITE LEAD.

Decorators' pure white lead, \$9.40 per cwt.

WIRE, BARB.

Per Spool of 80 Rods f.o.b.

Lyman 4-point, Fort William, \$1.90; Winnipeg, \$2.25; Glidden 2-point, Fort William, \$1.77; Winnipeg, \$2.10; Baker 2-point, Fort William, \$1.75; Winnipeg, \$2.07; Waukegan, Fort William, \$1.75; Winnipeg, \$2.07; Alberta 2-point, Fort William, \$1.70; Winnipeg, \$1.98; American special 2-point, Fort William, \$1.40; Winnipeg, \$1.65; plain twist, per 100 lbs., Fort William, \$2.75; Winnipeg, \$3.15; coil spring, No. 9, per 100 lbs., Fort William, \$2.15; Winnipeg, \$2.55; No. 12, Fort William, \$2.25; Winnipeg, \$2.65; plain galvanized wire, No. 9, Fort William, \$2.10; Winnipeg, \$2.50; No. 12, Fort William, \$2.20, Winnipeg, \$2.60.

WIRE CLOTH.

Patented screen, in 100 ft. rolls, \$1.60 per hundred sq.

XMAS SUGGESTIONS

Universal Home Needs

solve the problem for the Xmas shopper. National advertising of Universal Home Needs is the connecting link between the public and your store. Carrying an adequate stock will mean more business and better business for you. We will ship your Express Orders promptly.



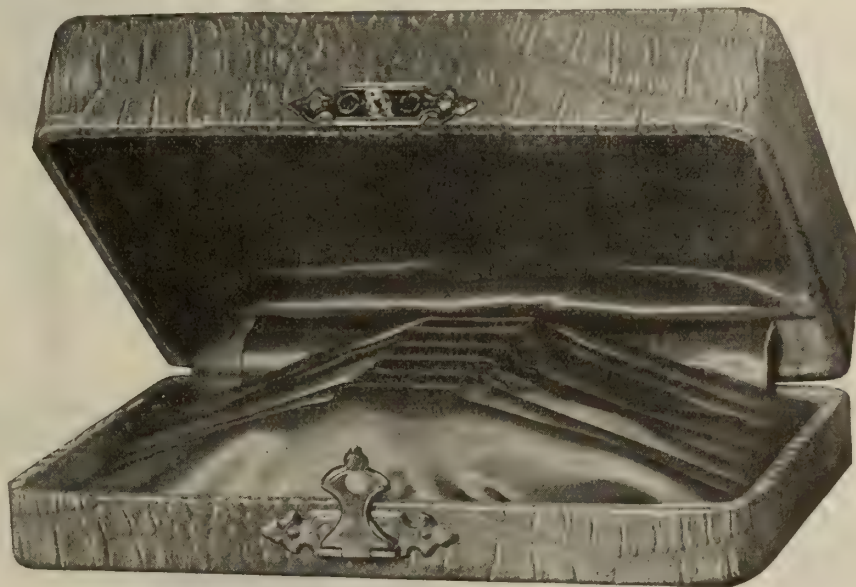
We Carry These Universal Home Needs

Oval Vegetable Dishes
Round Vegetable Dishes
Oval Casseroles
Pie Dishes
Cracker and Cheese Trays

Fruit Dishes
Sandwich Trays
Electric Toasters
Electric Grills
Electric Irons

Cutlery Cases

will add effectiveness to any display of flatware. The covering of the case is a crocodile design of leatherette; the lining is of rich green satin. Cutlery Cases make presentations of Community Silver Plate, Reliance Plate or Roger Bros. 1847 Plate more desirable.



No.	Will Contain—	Each
2439.	½ doz. Tea Spoons - - - - -	\$.60
2440.	1 doz. Tea Spoons - - - - -	.85
2443.	½ doz. Dessert Spoons or Forks - - - - -	.85
2444.	1 doz. Dessert Spoons or Forks - - - - -	.90

No.	Will Contain—	Each
2447.	½ doz. Dessert Knives and Forks - - - - -	\$1.50
2448.	1 doz. Dessert Knives and Forks - - - - -	1.80
2449.	½ doz. Table Knives and Forks - - - - -	1.60
2450.	1 doz. Table Knives and Forks - - - - -	2.00

No. 2445. For ½ doz. Table Spoons or Forks - - \$1.00

Send

Your

Orders

To

MILLER-MORSE HARDWARE CO. LIMITED
"THE BIG WINNIPEG HOUSE"

HARDWARE AND METAL'S ELECTRO SERVICE—ASSORTMENT No. 3



Electros on this page will be supplied at 15 cents each. Cash with order. Be sure and order by number.

Address all orders for cuts to
Hardware and Metal, 143-153 University Ave., Toronto, Canada

HARDWARE AND METAL'S ELECTRO SERVICE—ASSORTMENT No. 4

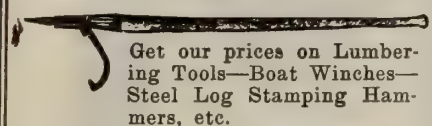


Electros on this page will be supplied at 15 cents each. Cash with order. Be sure and order by number.

Address all orders for cuts to
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DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.



Get our prices on Lumbering Tools—Boat Winches—Steel Log Stamping Hammers, etc.

ARGALL BROS., - - General Ironworkers
Estb. 1860 Three Rivers, P.Q.



100 Years of Peace

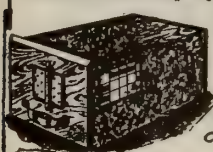
Between the United States and Canada **WALKER'S CORK SCREWS** have been sold in Canada for a quarter of that time, and more of them will be sold because they are all guaranteed not to bend or break in use.

All jobbers in Canada have them in stock. Insist on getting "Walkers." Our 1914 catalogue should be in every hardware store. Write us for it.

ERIE SPECIALTY COMPANY, Erie, Pa., U.S.A.



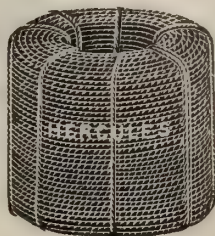
Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the **BENNETT STEEL HARDWARE SHELF BOX**.
Saves 20% Shelf Room
over Wooden Boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto

SASH CORD

THE BEST MADE



Star Brand Cotton Rope.
Star Brand Cotton Clothes Line.
Star Brand Cotton Twine.

All Wholesale Dealers Sell Them.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

BEAR BRAND LAMP BLACKS

*A Germantown of quality
that gets big business*
WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

The PARMENTER BULLOCH CO., Ltd. GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



Write for a catalogue of Feed Cookers, made in all sizes, James Bros. Foundry Co., Perth, Ont. Western Representative A. E. Hinds & Co., 420 Chamber of Commerce, Winnipeg, Man.

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

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Toronto.

52 Canada Life Bldg.,
Montreal.

Malleable Iron Castings

for Carriage and Special
Castings of all Kinds

Manufactured by

P. KYLE

MERRICKVILLE, ONT.



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NEW SEYMOUR SHOW CARD
12-in. by 15-in., in handsome Colors.

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to **Henry T. Seymour Shear Co.**

Selling Agents, **WIEBUSCH & HILGER, Ltd.,** New York
A. MacFARLANE & CO. Montreal
Canadian Agents

BOLTS, RIVETS, WIRE & WIRE NAILS

Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

ESTABLISHED 1849

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Offices Throughout the Civilized World

OFFICES IN CANADA:

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Reputation gained by long years of vigorous, conscientious and successful work.

Thomas C. Irving, General Manager
Western Canada
TORONTO

Metallic Nickel SHOT, BLOCKS, INGOTS

ALSO

ELECTROLYTIC NICKEL

(99.80% PURE)

Prime Metal for the manufacture of Nickel Steel, German Silver, Anodes and all Alloy purposes.

THE INTERNATIONAL NICKEL COMPANY

43 Exchange Place NEW YORK

NOVA SCOTIA STEEL & COAL CO., Limited, NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN
OPEN HEARTH STEEL



Oakey's

The original and only
Genuine Preparation
for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN Oakey & Sons, Limited
Manufacturers of

Emery, Black Lead Emery Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

LONDON

HIGH GRADE

Never Varies
in Quality and Toughness

London Bar Iron is absolutely flawless and is uniform throughout, assuring the buyer intrinsic value for his money.

Our methods of production enable us to produce this high-grade Iron at the lowest prices. It will pay you to sell it—write us at once.

London Rolling Mill Co., Ltd.

LONDON Sales Agents CANADA
Maritz & Lucks, Ltd., Winnipeg.
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BAR IRON

DRIVE WELL POINTS



All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh.

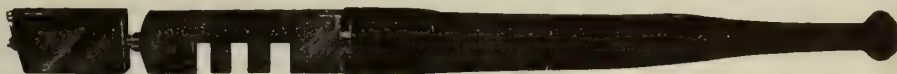
Also Tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps, Brass Wire Cloth, and Perforated Sheet Brass, Pump Leathers, Rod Couplings, Tank Lugs.

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Otterville Manufacturing Co., Limited, Otterville, Ont.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

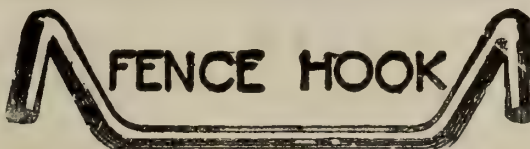


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Agents: A. RAMSAY & SON COMPANY, Montreal.

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, ETC.

The Western Wire and Nail Co., Limited, London, Ont.

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"**HARDWARE**" OLD ESTABLISHED. VERY profitable. Easy terms. This is a real opportunity. Apply to Box 116, Hardware and Metal, Toronto. (tf)

WANTED

POSITION BY YOUNG MAN THOROUGHLY conversant with all branches of the hardware business. Has had executive experience of ten years, also road experience. Reason, owing to change in personnel of firm. Apply Box 148, Hardware & Metal, Toronto. (50)

MAN WITH TEN YEARS' CONNECTION with hardware trade wants hardware specialties on commission. Also wants good road man to join in partnership. Box 149, Hardware and Metal, Toronto. (49)

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WANTED—RELIABLE, ENERGETIC MAN to secure subscriptions and renewals to MacLean's and Farmer's Magazines. Good income guaranteed to capable person. Apply by letter, stating qualifications, to The MacLean Publishing Company, Limited, 143-153 University Ave., Toronto, Ont.

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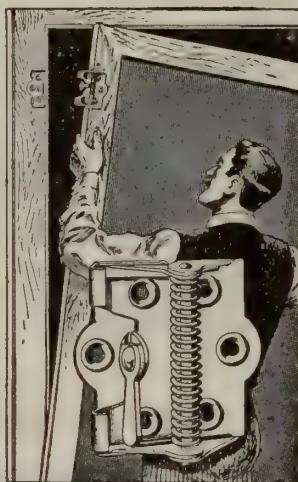
THE NATIONAL CASH REGISTER COM-pany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE—BY IN-stalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fensom Elevator Co., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.



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Detachable
Screen
Door
Hinge

Patented

Illustration shows door being hung without tools. Pull the lever and it's done. No more trouble with screws—the parts have only to be screwed on once. Nothing to equal it for **WINTER STORM DOORS**, as well as **SCREEN DOORS**. Made in all finishes, twelve pairs packed in a box. Be sure and have your jobber show you this hinge before buying others, or **WRITE FOR SAMPLE TO**

SAUNDERS & WAINWRIGHT
St. Nicholas Bldg. Montreal



**"Learn Up-To-
Date Pattern
Drafting."
Assure Your-
self Steady
Work.**

Learn it systematically; get our **METHODS**; we cover every branch of work completely—your work.

WE ARE AUTHORIZED TO STATE AND ADVERTISE THESE HOME STUDY COURSES ARE APPROVED BY THE NAT'L S. M. CONTRACTORS' ASSOCIATION.

We instruct Individuals and local classes by Home Study.

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ALL KINDS
HAY TOOLS
BARN DOOR
HANGERS

For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name **MYERS** as a guarantee of durability, reliability and serviceability. **WRITE.**

F. E. Myers & Bro., Ashland, Ohio
J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches

Make Use of This Page for all Your "Wants"

HARDWARE AND METAL, 143 University Ave., Toronto, Ont.

Enclosed find \$....., for which insert following advertisement in your "Want" Ad. Page times. (For Rates see top of this page.) (Each figure counts as one word)

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Signed
Town Province

Big Profit and Satisfaction in Selling

"AYLMER" Force Pumps



They are certain to sell easily because it has several advantages over the ordinary style.

Has longer stroke, more power, and works easier.

While designed for hand use it can be readily converted into a Windmill Pump by the addition of a flat bar, which screws into the cross head at top.

It will be to your interest to write for full particulars now.

Aylmer Pump and Scale
Company, Limited
Aylmer, Ont., Canada

WRITE FOR FREE SAMPLE of the most effective WEATHER STRIP made

Our Weather Strip thoroughly excludes wind, cold, rain, dust and snow, and the fact that the felt is glued to the bottom of the moulding, makes it the only dust-proof weather strip on the market. If your jobber cannot supply you, write us direct.

W. J. Dennis & Company
2222 West Lake St., CHICAGO.

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Passes
through
both
Moulding
and Felt

THE DENNIS
"CLINCHER"
FELT WEATHER STRIP

THE "WANT AD."

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

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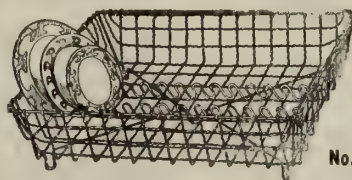
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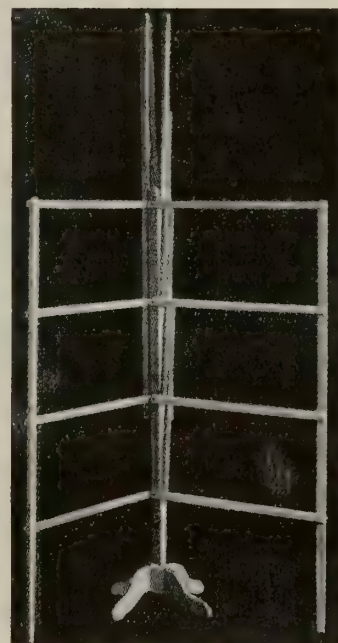
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Stratford Mfg. Co., Stratford.

Lawn Swings.

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The Senate does not work in the limelight. It is seldom heard of except when it does something that a section of the community does not approve. Consequently it is judged not by its deeds but by what the public is prone to accept as its misdeeds. So much attention is focused on the more spectacular proceedings in the Commons that the deliberations in the Senate are not often featured in the press and the Senators themselves are not, for the most part, familiar figures in the public eye.

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Senator Lougheed, leader of the Government.

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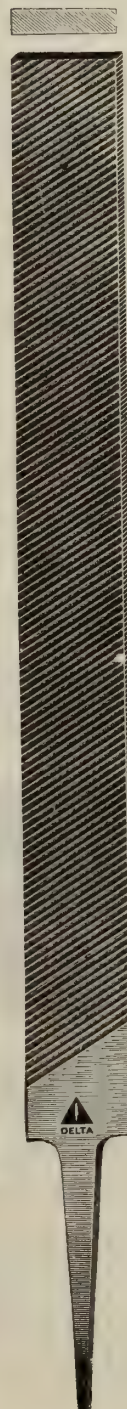
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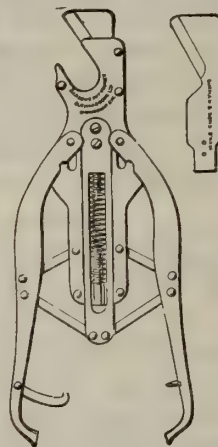
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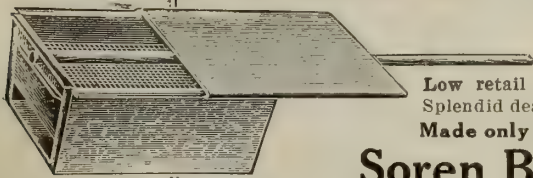
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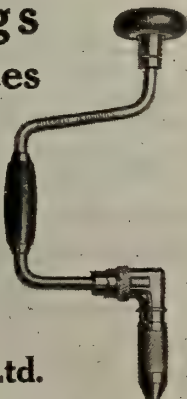
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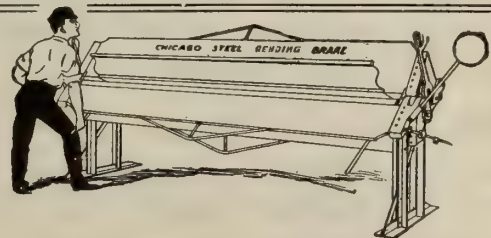
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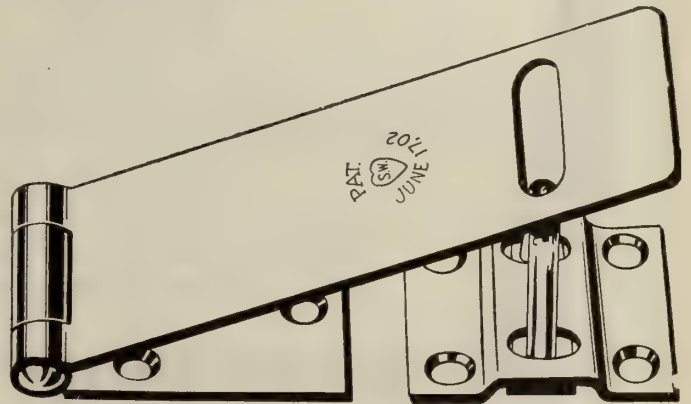
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It keeps sneak thieves on the right side of the door. It baffles the skill of intending intruders, who find no means for getting at the screws and balk at its great strength and resistance to a prying leverage.



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Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
Northern Electric Co., Montreal.</p> <p>Wagon Jacks.
Richards-Wilcox Canadian Co., London, Ont.</p> <p>Washers.
Steel Co. of Canada, Ltd., Hamilton.
Wrought Washer Mfg. Co., Milwaukee.</p> <p>Watering Cans.
Soren Bros., Toronto.</p> <p>Wash Boilers.
Soren Bros., Toronto.</p> <p>Weeders.
C. S. Norcross & Sons, Bushnell, Ill.</p> <p>Whips.
Hamilton Whip Co., Hamilton, Ont.</p> <p>White Lead.
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.</p> <p>Wholesale Hardware.
Thos. Birkett & Son, Ottawa.
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Miller, Morse Hdwe. Co., Winnipeg.</p> <p>Window Guards.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.</p> <p>Wire Guards.
B. Greening Wire Co., Ltd., Hamilton.</p> | <p>Wire Door Guards.
B. Greening Wire Co., Ltd., Hamilton.</p> <p>Wire, Iron, Steel, Brass and Copper.
Dominion Iron & Steel Co., Ltd., Sydney.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Laidlaw Bale Tie Co., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.</p> <p>Wire.
Northern Bolt & Screw Co., Owen Sound, Ont.
Northern Electric Co., Montreal.</p> <p>Wire Mats.
Andrews Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Kuhne-Anderton Co., Port Hope, Ont.</p> <p>Wire Goods, Bright.
Steel Co. of Canada, Ltd., Hamilton.</p> <p>Wire Goods.
Andrews Wire Works, Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.</p> <p>Wire Products.
Andrew Wire Works, Watford, Ont.
Dominion Iron & Steel Co., Ltd., Sydney.</p> <p>Wire Rope.
The B. Greening Wire Rope Co., Ltd., Hamilton.</p> <p>Wire Springs.
The B. Greening Wire Rope Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.</p> <p>Wire Stretchers.
Richards-Wilcox Canadian Co., London, Ont.</p> <p>Wood Finishes.
Berry Bros., Walkerville.
G. F. Stephens & Co., Winnipeg.</p> <p>Woven Wire Fencing.
Dominion Iron & Steel Co., Ltd., Sydney.</p> <p>Wrenches.
Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barnes Mfg. Co., St. Catharines.</p> |
|---|---|--|--|

"ROSS" Holiday Dollars

Now is the time to angle for them.

Especially at this time a window display of Ross Rifles will sure catch the eye.

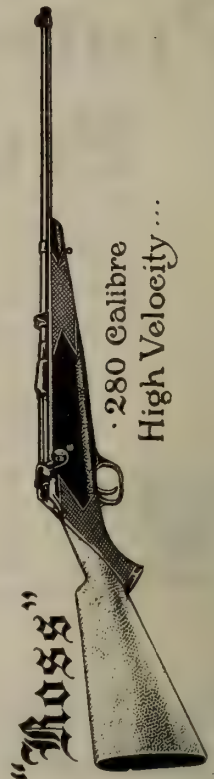
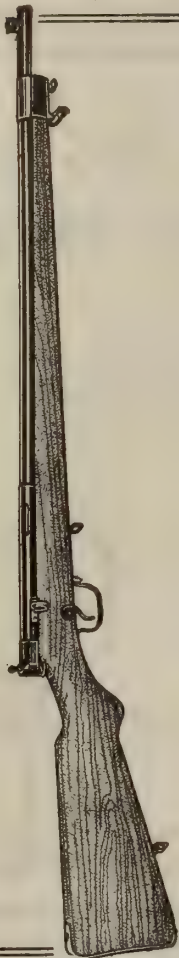
Add to the celebrated Ross .303 and .280 models the new

"ROSS" Cadet .22

It enlarges the field of possible purchasers by its lower price (\$12.00 retail), and its novelty adds to the attractiveness of your window display.

The Ross Cadet Rifle is the result of many years' endeavor to secure a .22 Rifle worthy of a place beside the other famous Ross Models, and we believe you will agree with us, when you see it, that we have really succeeded.

ROSS RIFLE CO. Quebec



*Your Food Chopper Sales
will Steadily Increase*

If you sell the

"NEW STANDARD"

Exclusive features: By means of a Lever Lock it opens wide like a book and is instantly and easily cleaned. Shear Cutting — Self-Sharpening. Chops without mashing. Double Tinned, which makes a perpetual and lasting finish. Positive table clamp prevents machine from shifting while in use. Easy to operate.

These "New Standard" features are a combination that gives users highest satisfaction and dealers a splendid recommendation.

Three knives and pulverizers with each chopper. A size for every purpose. Price no higher than others.

Order from your jobber. If he cannot supply you, write us.

**New Standard
Hardware Works, Inc.
MOUNT JOY, PA.**

FRED E. LAKE, Ottawa,
Ont., representative for Eastern Canada.



DO you know of any hardware dealer, anywhere in Canada, who does not subscribe to Hardware and Metal?

If so, you will be doing him a good turn by giving us his name and address, so that we may send him a sample copy and order blank.

HARDWARE AND METAL
Canada's Only Weekly Hardware Paper
MONTREAL TORONTO WINNIPEG

BLACK STEEL SHEETS, TIN PLATE

Apollo, Queen's Head and Fleur-De-Lis Galvanized Sheets

We issue a monthly stock list. We'll send it to you regularly upon receipt of a card.

Our shipping facilities assure prompt delivery, and our prices are reasonable.

The Roofers Supply Company, Limited, Toronto, Ont.

IMPORTERS, JOBBERS AND MANUFACTURERS



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO

MONTREAL

WINNIPEG

CALGARY

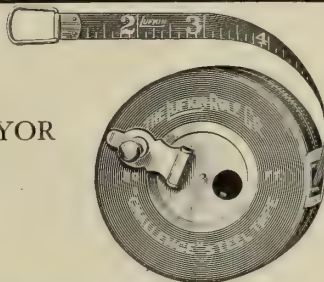
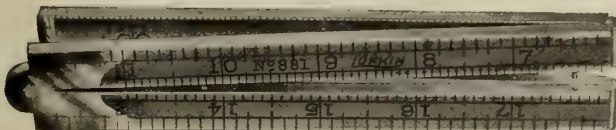
VANCOUVER

When it comes to

Measuring Tapes and Rules

ENGINEER, MECHANIC and SURVEYOR are looking for the trade-mark

LUFKIN



CANADIAN
MADE

SOLD BY ALL
JOBBER'S

Get Cat. No. 9

The fact that

LUFKIN

Measuring Tapes and Rules

are RIGHT has been their experience or they have been educated up to it by their associates.

Made in Canada by Canadian Labor

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

"K" RED HONE CURLING STONES

The genuine and original Kay stones, with the Trade-Mark "K" on the Striking Band. They are cut with two running surfaces by a patented process and are particularly adapted for play on the keen ice of the North-West. All weights from 36 lbs. to 42 lbs. each, and every pair is perfectly matched. Equipped with either ebony or fancy grips. Write for full descriptions, and wholesale Price List of Curlers' Supplies.



The Hingston Smith Arms Co., Ltd. Wholesale Fire Arms and Sporting Goods, **Winnipeg**



Reynard sly
Chickens fly
Sudden snap
VICTOR TRAP



See
the



ONEIDA
COMMUNITY
LTD.
ONEIDA, N. Y.

NIAGARA FALLS, ONT.

This advertisement is appearing in the best trapping papers

HARDWARE AND METAL

Established 1888

Published Every Saturday

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXVI.

Publication Office: Toronto, Canada

No. 50

December 12, 1914

BRANTFORD ROOFING COMPANY Limited

BRANTFORD

-

-

CANADA

BRANTFORD
SHINGLES

(QUARRY-SLATE)
IN COLORS
RED AND GREEN
FAST
FOR PITCH ROOFS.



BRANTFORD
ASPHALT AND
RUBBER ROOFING
FOR FLAT ROOFS,

PUT ON
"BRANTFORD
SPECIFICATION"

PLANT AT BRANTFORD

To the Dealer—We sell our goods through the Dealers and not direct to the consumer—although we receive many enquiries from the latter—they are referred to the nearest dealer.

It is not merely in the first cost, but in the cost per year that "Brantford Roofing" proves most economical.

Have you tried our "Roof-Leak" Coatings for Roofs, Paints, Cements, Putty? They are good.

EVERY DEALER HANDLING BRANTFORD ROOFING SHOULD HAVE
ONE OF OUR PATENT STRETCHERS—IT PREVENTS BUCKLING

BRANTFORD ROOFING CO., Limited

TORONTO

MONTREAL

WINNIPEG

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

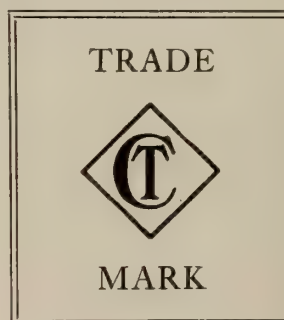
CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts,	Plow Bolts,
Coach and	Track Bolts,
Lag Screws,	Square Nuts,
Tire Bolts,	Hexagon Nuts,
Machine Bolts,	Boiler Rivets,
Sleigh Shoe	Tinners'
Bolts,	Rivets, Etc.



WROUGHT PIPE

Black and Galvanized, sizes $\frac{1}{8}$ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture
NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - MONTREAL

**If
You
Want
to
Handle**



WIRE NAILS

**OF SUPERIOR QUALITY
CONSULT US AT ONCE**

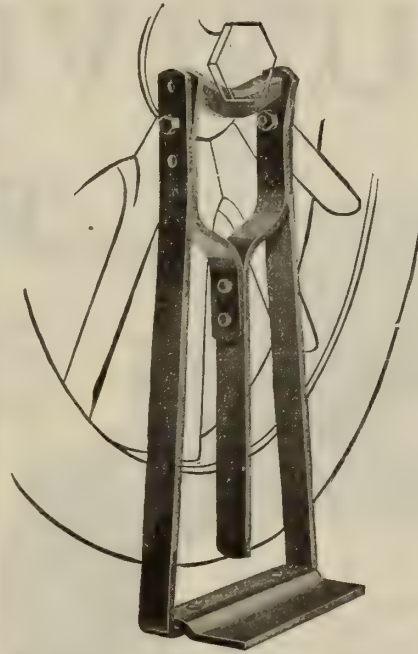
We are in a position to meet every requirement, as we have the latest machinery, which turns out perfect nails—these nails are guaranteed to be full weight. For baling purposes we recommend our Baling Wire and Bale-Ties as the best that can be secured on the market.

SEND US A TRIAL ORDER.

**THE LAIDLAW BALE-TIE COMPANY, LIMITED
HAMILTON, ONTARIO**

HAR RYF. MOULDEN, Winnipeg, Man.
GEO. W. LAIDLAW, Vancouver, B. C.

R-W No. 501 TIRE SAVER



Adjustable
for cars of
all sizes.

All steel,
can't crack.
Car is lifted
or lowered
in twenty
seconds.

**EVERY
CAR
OWNER
NEEDS A
SET**

NOW

Retails at
**\$4.00 per
set.**

If there are a hundred autos in your town you can sell fifty sets in a week. Better order a set by express at once and get busy.

Richards-Wilcox

**CANADIAN
COMPANY, Ltd.
LONDON, ONT.**

HELP FATHER CARVE THE TURKEY



FATHER should be prepared with a keen, fast-cutting knife to do the honors, so sell him a

CARBORUNDUM KNIFE SHARPENER

A well sharpened carving knife is half the job.—The Carborundum Sharpener cuts the edge on the blade clean and quick. It is far and away ahead of the old-time steel. There should be one in every family—round or octagonal shapes—stag or wood handles.

Feature them in your holiday window displays. We furnish the display rack, cut-outs, etc., prices and discounts, if you write

**THE CARBORUNDUM COMPANY
NIAGARA FALLS, N. Y.**

UNIVERSAL

Food Choppers

Chop all meats, fruits, nuts, vegetables, etc., into clean-cut, uniform pieces, fine or coarse as desired, without tearing or crushing the food or wasting the juices.

The UNIVERSAL Food Chopper is profitable to handle and easy to sell. Housewives everywhere know its advantages and realize that it is a kitchen necessity—a time-saving, labor-saving, food-saving appliance, easy to operate and easy to clean. It does the work of the old-fashioned chopping knife and bowl in one-fifth the time.

With your first order for 1 dozen UNIVERSAL Food Choppers we send you, free of charge, a handsome "silent salesman" display stand, together with showcards, lantern slides, newspaper electros, etc., such as you desire.



The UNIVERSAL is the only shear-cutting, self-sharpening Food Chopper on the market. Every time the UNIVERSAL Food Chopper is used the beveled cutting edges sharpen themselves on the beveled edge of the disc against which they rotate.

This is a distinctive UNIVERSAL feature which means the greatest cutting efficiency with no sharpening expense and no dull cutters even if the chopper is used a lifetime.

UNIVERSAL Food Choppers are made in four sizes

No. 0 Small Family Size	No. 1—Family Size
No. 2 Large Family Size	No. 3 For Hotels, Restaurants, etc.

Prices range from \$1.75 to \$3.00.

**For Prices, etc., write to your Jobber
or direct to us.**

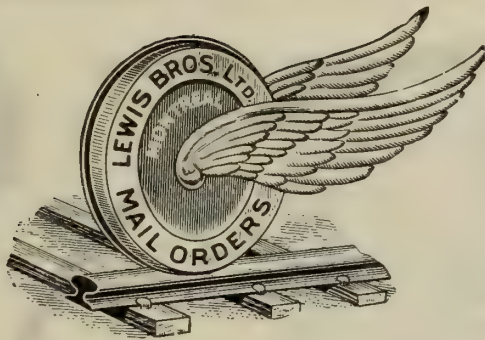
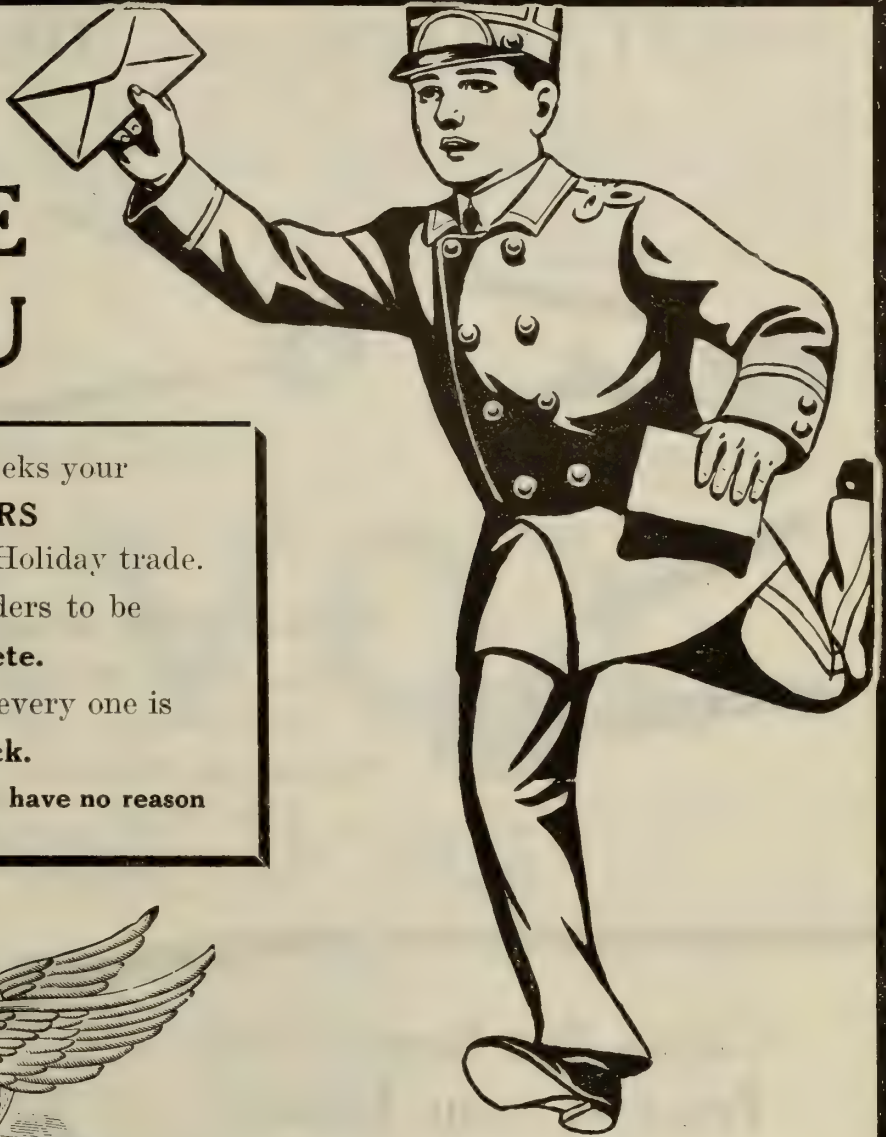
UNIVERSAL

LANDERS, FRARY & CLARK
NEW BRITAIN, CONN., U.S.A.

UNIVERSAL

A MESSAGE FOR YOU

For the next few weeks your
MAIL ORDERS
 will be for goods for the Holiday trade.
 You will expect such orders to be
Filled Complete.
 You will require that every one is
Shipped Quick.
**Send them to us and you will have no reason
 to regret it.**



"Best in the Land—BLACK DIAMOND BRAND."

We have the Lines. We have the Stock.
We have facilities for Shipping Quick.
Our Prices are Reasonable.

Note this list of very Seasonable Goods and check them up against your stock:

Sewing Machines
 Clocks
 Electric Sad Irons
 Bissell Carpet Sweepers
 Carving Sets
 Perfection Ash Sifters

Triumph Ash Sifters
 Snow Shoes
 Boys' Steel Sleds
 Ice Skates
 Steel Game Traps

Weather Strip
 Sleigh Bells
 Horse Blankets
 Carriage Heaters
 Snow Shovels
 Door Mats

LEWIS BROS., LIMITED, MONTREAL

PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

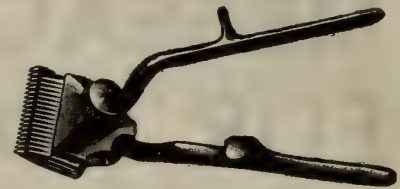
present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price. Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



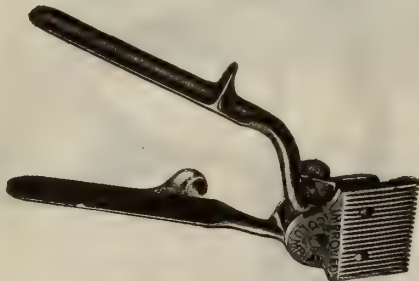
STANDARD No. 0, No. 1, and No. 2.
Retailing at about \$2.50. High-class barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about \$2.25.



SPEED
Best low-priced Clipper made. Retailing at about \$1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about \$1.50.

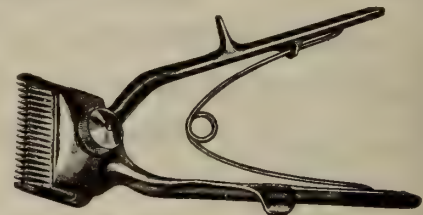
A. MacFarlane & Co.

Coristine Building, Montreal

Canadian Agents for

Wiebusch & Hilger, Ltd.

New York City



CADET
with visible spring, retailing at about \$1.00.

Clamp this Bench Drill Press to your Counter

and you will soon see how great is the number of your customers who are really interested in the purchase of a better bench drill press.

MILLERS FALLS BENCH DRILL PRESS No. 210

Speed is instantly changeable by means of the knurled ring pointed out in the illustration. Crank is adjustable within 3 to 6 inch radius. Table on swivel arm may be raised within range of 2 inches. Chuck is of famous "STAR" pattern with firm-gripping, accurate-centering jaws, operated by springs protected from injury. To the man in the market for a bench drill press, this one sells almost on first inspection.

Let us show you

This is only one of the many quick sellers of Millers Falls make. Let us show you the practical time-and-labor-saving features of Breat Drill 200, Hack Saw 1027, Bit Brace 872, Extension Bit Holder 6, Acme Improved Mitre Box and Hand Drill 1980—new tools that will strongly appeal to wood and metal workers. Also please feel free to consult us on any selling problem relative to tools. It is part of our policy to co-operate with the retailer to the fullest possible extent. Catalog sent on request.



MILLERS FALLS CO.
Millers Falls, Mass.



"The tendency in buying Christmas goods this year is inclined towards the reasonably priced practical articles, that come under the heading of necessities rather than luxuries."

Hardware and Metal—page 31, Dec. 5, 1914.

This is the Text.

What is the Application?

SAVOY

Bread Boxes



Think of selling a machine-made bread box with round, seamless corners and seamless, embossed covers as against the hand-made, soldered box with square corners—at the same price.

This is the **SAVOY** proposition and there are still ten good working days before Christmas.

Shipments Made Promptly

THE **SHEET METAL PRODUCTS CO.** OF CANADA
MONTREAL TORONTO WINNIPEG LIMITED

Sell The Outfit Every Time



Don't sell just one rod—sell a Group of Rods. We make a rod for every kind of fishing, lightest fly rods, adjustable, telescopic fly rods, jointed fly rods, or bait rods, or still fishing rods—Rods for sea fishing, rods for rocky mountain fishing, for Pacific Coast fishing, for Southern fishing, for Canadian Fishing. We are now pounding home in every one of our big full-page magazine advertisements every month the "Group of Bristol Rods" Idea. Have you gotten your clerks in line to talk and feature the sale of 5 Bristol Steel Fishing Rods instead of one? Every fisherman ought to own at least 3 rods, but 5 aren't too many. If he only buys 1 now, this magazine advertising and your talk to him will leave him dissatisfied until he has them all. Feature the idea in your store and advertising. Be a modern merchandiser. Feature the Outfit every time and sell 5 "Bristol" Rods instead of 1. Check in the coupon what you want and mail it to us at once.

THE HORTON MFG. CO.

302 Horton St., Bristol, Conn.

Pacific Coast Branch:

Phil B. Bekeart Co., 717 Market St., San Francisco, Cal.

"Bristol" Sales Help Coupon.

Gentlemen:

I am interested in the Outfit merchandising plan and can use the following Sales Helps. Indicate below "yes," "no," or quantity wanted.

Newspaper Electros Proof Sheet
 Art Poster (only 1 to a dealer)
 Catalogues (How many)
 Art Fishing Window cut-out
 50 "Group of Gift Rods" folders.
 75 "Group of Gift Rods" folders.
 100 "Group of Gift Rods" folders.
 125 "Group of Gift Rods" folders.
 150 "Group of Gift Rods" folders.
 with the understanding that I will use these "Group of Gift Rods" folders in all out-going packages, statements, and letters to customers.

Name

Address



Slippery Roads

Will bring you good business

*All
 Neverslips
 have
 RED TIPS*



Keystone



No. 1

Neverslip RED TIP Calks are HORSE INSURANCE THAT EVERY DRIVER OF VALUABLE HORSES NEEDS. They prevent costly accidents that result from slips and falls, and save much time.

Neverslip Calks wear sharp with use, and can be replaced with a complete set of new ones in twenty minutes. Quickly and easily adjusted, they save money, time and worry.

Stock them now. Horseshoers and horseowners recommend them everywhere. Grasp this business.

Our descriptive booklet T gives full information. Drop a card for it now.

The Neverslip Manufacturing Co.

U.S. Factory: New Brunswick, N.J.

Canadian Factory and Office:

559 PIUS IX AVENUE

MONTREAL



No. 4



No. 5



EVERY COLD DAY IS A PROFIT DAY

FOR DEALERS WHO SELL THE

Clark Indestructible Steel Heaters

for Automobile, Wagon, Sleigh or Carriage.

There is a great and growing demand for this, the advertised line of heaters.

Order an assortment from your jobber now and get this business in your community.

It will pay you and every heater you sell makes a permanent winter market for you on the Clark Carbon fuel.

Write for our 1914 catalogue. It's a beauty.

Chicago Flexible Shaft Co.

250 Ontario St., Chicago

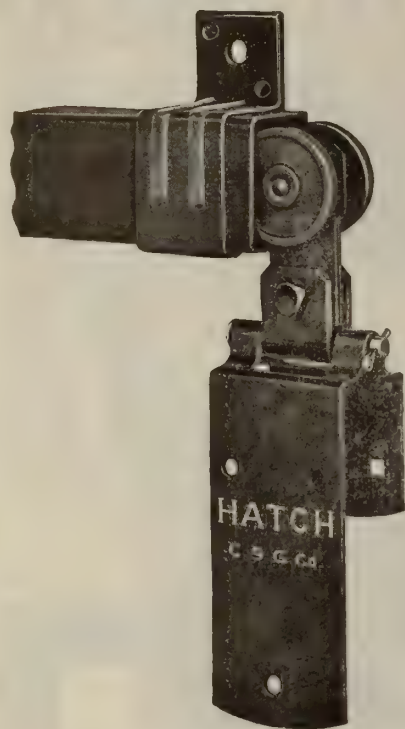
Clark Carbon

Ignites Easiest
Heats Strongest
Lasts Longest

of all Heater Fuels.

*It's the kind that al-
ways comes awfully
good.*

*There is no come back
It always makes good*



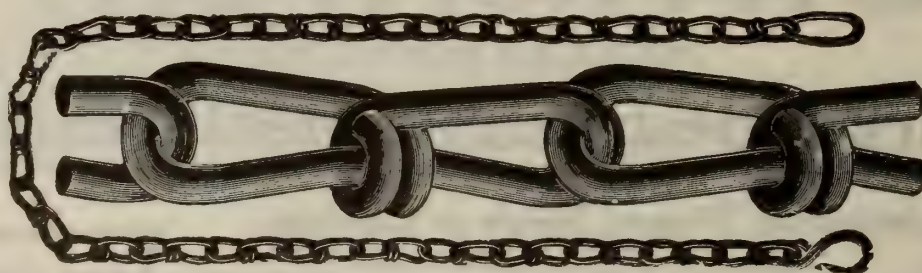
The "HATCH" PROVEN

The Best Value of any
"Trolley" Hanger
in the World

Made in Canada

CANADA STEEL GOODS CO., LTD., Hamilton, Canada

NEW PROCESS STEEL WIRE TRACE CHAINS



TIE-OUT CHAINS

HALTER CHAINS

DOG CHAINS

CATTLE CHAINS

The most satisfactory chain to handle

Manufactured by

THE B. GREENING WIRE CO., LIMITED

HAMILTON, ONT.

MONTREAL, QUE.

**WING
SCREW
BOOT
CALKS**

The STEEL COMPANY of CANADA

LIMITED

HAMILTON, CANADA



No. 00



No. 4



No. 5



No. 7



No. 8



Chuck

Book Your Orders
Now

for

Immediate and Future
Shipments

of

LUMBERMEN'S

CASE-HARDENED

WING BOOT CALKS

These calks are made specially for Loggers, Hunters, Ice Cutters, Etc. They are convenient to insert and remove, the insertion of a new set being effected in a moment.

A Chuck is placed in each box of 50 Calks.

Send for Samples and Particulars.

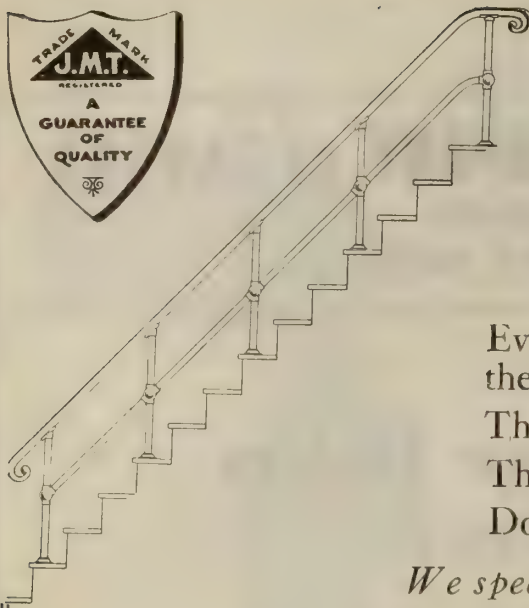
SALES OFFICES:

**HAMILTON
VANCOUVER**

**MONTREAL
VICTORIA**

**TORONTO
ST. JOHN**

**WINNIPEG
HALIFAX**



Brass Railings

Are a Protection and Finish for
Any Building

Every modern office, church and theatre is having them installed.

They are attractive and sanitary.

There is an opening for this line in your district.

Doubtless you have had inquiries already.

We specialize in rails. Take advantage of our experience.

Prices and Sketches upon
Receipt of Specifications.



The James Morrison Brass Mfg. Company, Limited

93-97 Adelaide Street West, Toronto

DO IT NOW

Write your local jobber for samples of
Wostenholm's Celebrated IXL Razors

No. 1000
"Conqueror"
\$13.20 dozen.



No. 2000
"Peerless"
\$13.60 dozen.

Hollow Ground

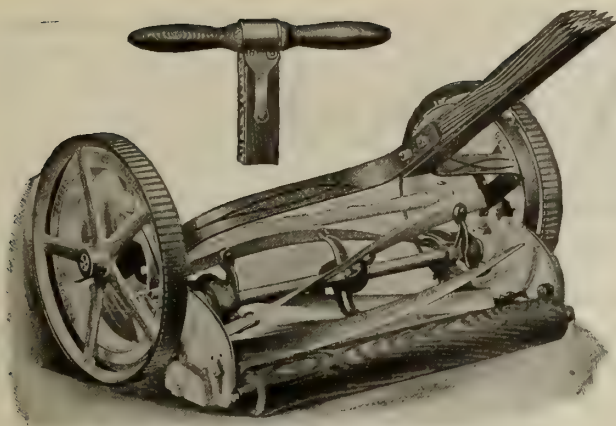
Full Concaved

Gold Etched

All former German lines of Razors, Pocket Knives
and Scissors, can now be replaced in this well-known
Sheffield make.

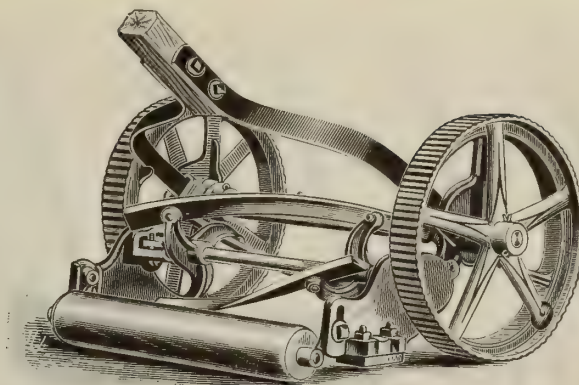
A. MACFARLANE & CO., Limited, Montreal

Canadian Representatives



"Empress" Lawn Mower

Open four-knife cylinder, 10½-inch wheels. Special tool steel knives, oil tempered. Case-hardened, adjustable bearings. Case-hardened ball-bearings and balls. Specially prepared polished steel shafts. Cheeks easily detached. Made with grass box attachment.



"Star" Lawn Mower

Cast steel knives, oil-tempered. Adjustable half-box bearings on cylinder shaft. Adjustable bottom knife. Wood Rollers of hard maple. Three-knife cylinder. 9-inch drive wheels. Same high-grade steel used in this Mower as in the Woodyatt.

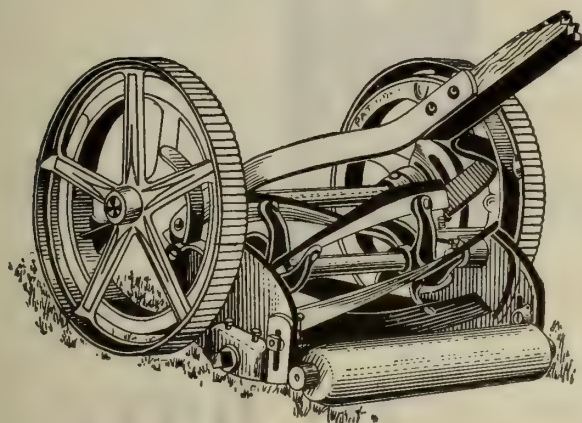
Place your order now

for 1915

TAYLOR-FORBES

Made-in-Canada

LAWN MOWERS



"Woodyatt" Lawn Mower

Open four-knife cylinder. Tool steel knives, oil tempered. Bearings are extra long and adjustable. Best quality material used throughout its construction. Made with grass box attachment. This mower has been on the market longer than any other high-grade mower in the world.

Buying these made-in-Canada Lawn Mowers is exceedingly profitable patriotism, because you keep the money in Canada, which adds to Canada's prosperity, and you supply your trade with a line of real merit—a line that turns in big profit to you and increases your prestige.

We are the only firm in Canada making a specialty of Lawn Mowers, which assures great attention to manufacture and is responsible for the **high quality and distinctive mechanical features** of the product.

THIS MADE - IN - CANADA MOWER WILL BE IN GREATER DEMAND THAN EVER NEXT SPRING — BE SURE TO SEND YOUR ORDER NOW TO YOUR JOBBER SO THAT WE'LL BE ABLE TO FILL ALL DEMANDS PROMPTLY.

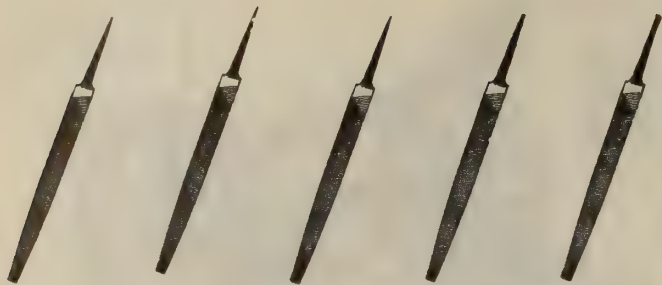
THE TAYLOR-FORBES GUARANTEE. If, for any reason, at any time within one year from date of purchase, the purchaser of a Taylor-Forbes Mower is not satisfied with his purchase, we insist on giving him a new machine or refunding his money.

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Read "File Philosophy" and be an authority on files. A copy with our catalog will be sent you free on request.

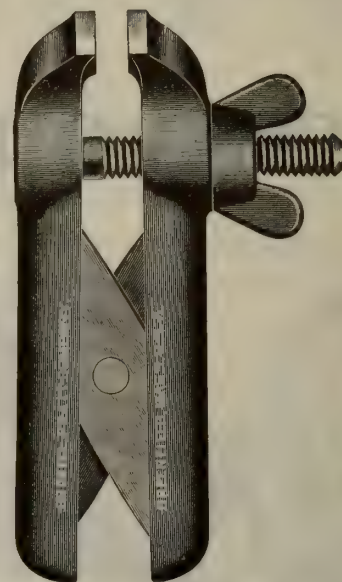
A Good



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(Tempered Steel)

Not a bad

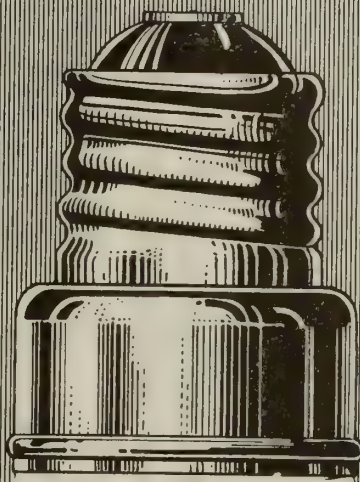


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You should carry both, in fact the whole Goodell-Pratt line is a practical, profitable and attractive proposition for hardware merchants.

Goodell-Pratt Company

Greenfield, Mass.



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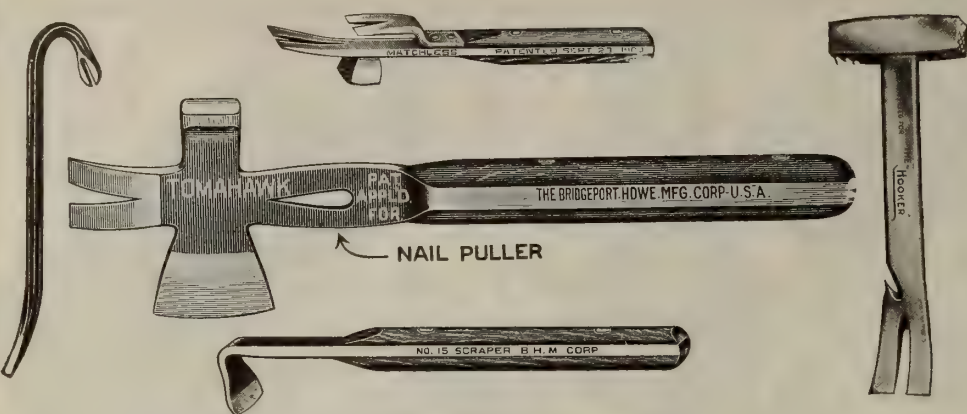


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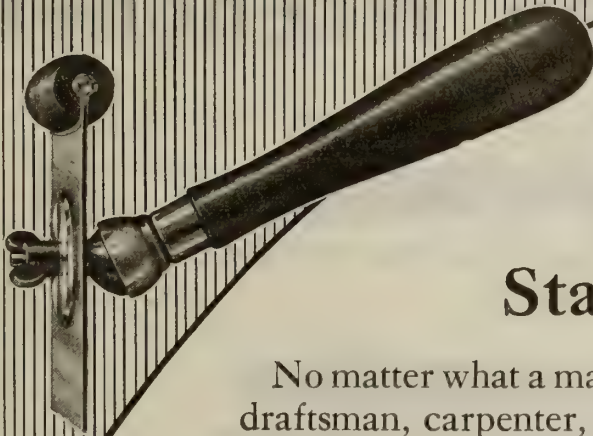
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Patented by
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Two styles
of shanks, —
three threads for
boring all woods

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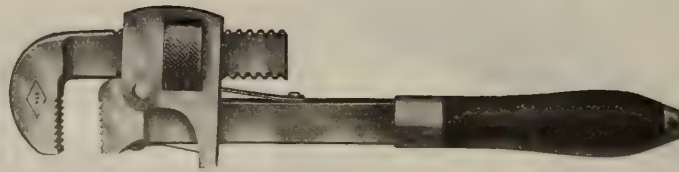
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42-284

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These types of "W. & B." Wrenches are particularly adapted for the proper handling of metal pipe. The movable jaw with sharp-edged, grooved teeth gives a sure grip.

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Established 61 Years
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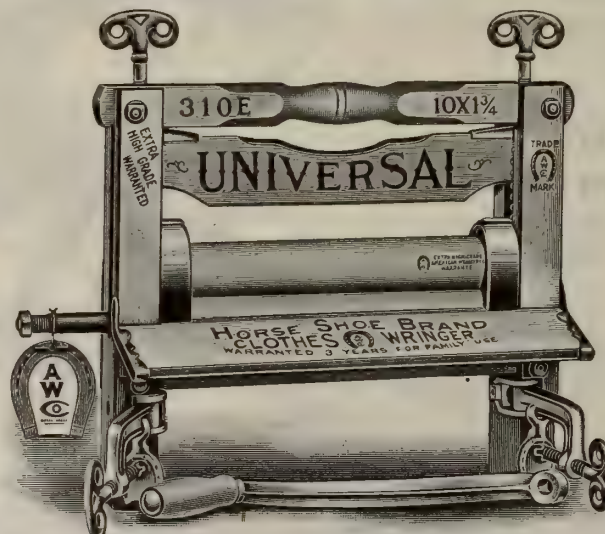
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Enclosed
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Made of the Choicest Hickory and
Nicely Finished

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High Quality TOOLS

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A complete assortment of
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6 Dozen lots and up delivered—Ontario

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FLY SCREEN WIRE CLOTH IN BLACK, BRONZE & GALVANIZED.

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Inquiries Solicited.

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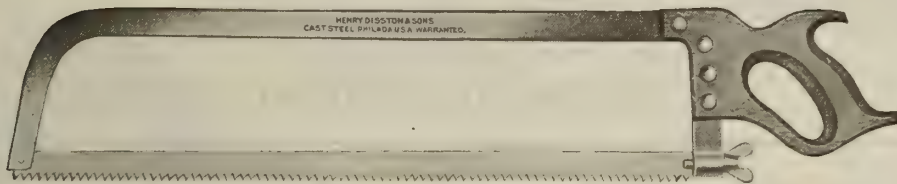
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Is On Every
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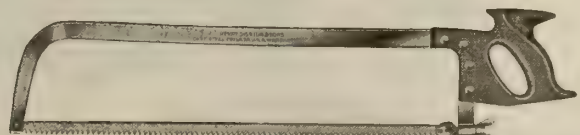
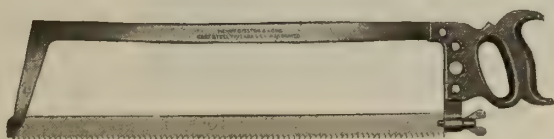


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The New Kitchen Kumfort Toaster

Another Androck Success

It can be used on either gas, gasoline or coal oil stove, toasts two slices at a time and toasts all over alike.

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Manufacturers of Lumber Tools

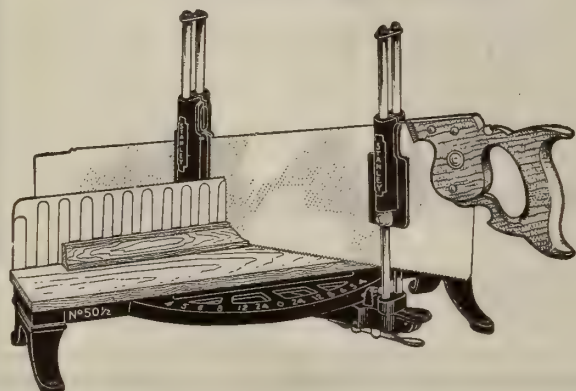
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It's a Pink any-
way you take it,
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No. 50½ MITRE BOX

This has a single piece Frame, both the base and the back of which are accurately machined.

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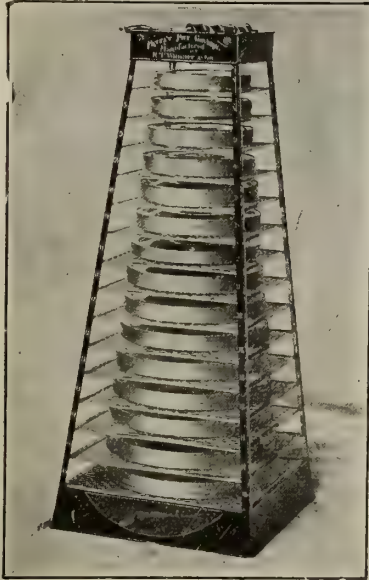
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No. 60½ with 20 in. Back Saw

List Price each \$5.50

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Wpico
ANTI-RUST

Patent Pot Cover Stand

An ornamental device for the convenient stocking and store display of FIFTEEN sizes of Pot Covers with Patent Handles, in half inch sizes from 8 in. to 15 in.

FIFTEEN dozen Covers altogether—1 dozen each, 8 in., 8½ in., 9 in., 9½ in., 10 in., 10½ in., 11 in., 11½ in., 12 in., 12½ in., 13 in., 13½ in., 14 in., 14½ in., and 15 in.

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Cross-woven tinned wire shelves, accessible from every side, and, owing to their construction, presenting no surface upon which dust can lodge.

Compartments at top and bottom to hold patent tin handles, which can be attached to the covers in a second.

Ring handle covers may also be conveniently kept in this stand.

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Increase your sales of pot covers by having them attractively displayed where your customers may make personal selection.

Securely crated so it reaches you in perfect condition.

Sold with, or without covers. The stand, however, will cost you less if purchased with the full complement of covers, than if you buy the stand alone.

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Improved Patent Flush
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CHESTERMAN'S MEASURING TAPES

Linen, Metallic and Steel

TRADE MARKS



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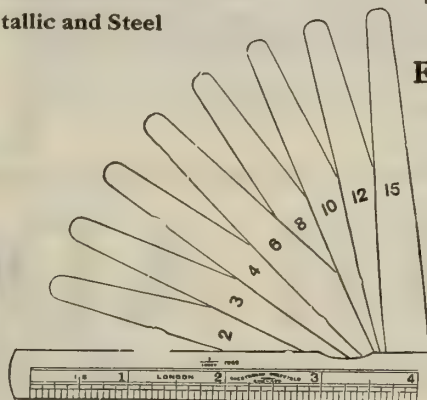
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Small
Tools

Steel
Rules,
Gauges,
etc.

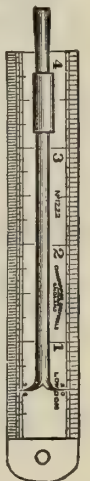


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Made of best quality blue polished steel, lined with asbestos mill-board; and reinforced with the finest quality fire-resisting cast iron wherever necessary to protect the steel.

Handsome, high quality nickel trimmings.

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Let us go into full details with you as this proposition means good profit and universal satisfaction.

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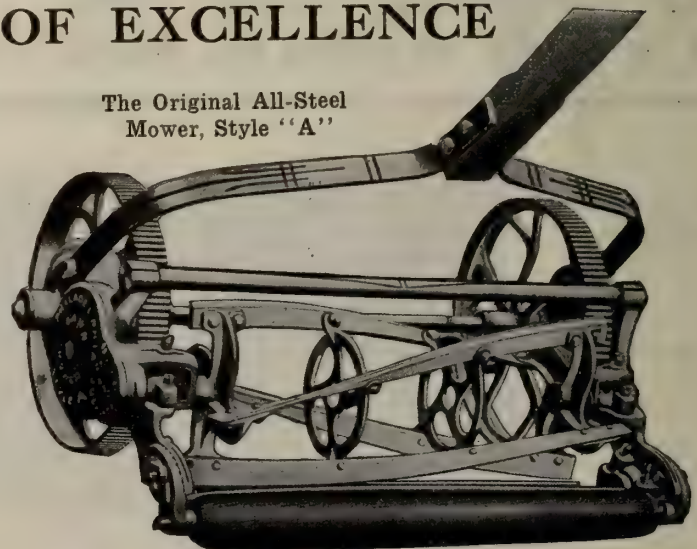
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The “PHILADELPHIA” Lawn Mowers have always been looked upon by the trade as strictly up-to-date and the first to adopt any improvements that have merit. It was on this account four years ago all knives were made of

Vanadium Crucible Steel

The hardest, toughest and highest grade steel in the world, and it holds a keen cutting edge twice as long as ordinary crucible steel. These are the **ONLY** Lawn Mowers which have such high-grade material in their construction. The increased demand is an indication that the **Genuine “PHILADELPHIA” Lawn Mower** is still at the head of the list and the standard of the world. 18 styles Hand and 6 styles Horse Mowers to choose from.

The Original All-Steel
Mower, Style “A”



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Makers of Highest Grade Mowers in the World

31st and Chestnut Streets, Philadelphia, Pennsylvania, U.S.A.

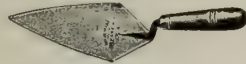


JOHNSON TROWELS

ALL MODELS—Brick, Pointing, Plastering, Corner, Gauging, Cross Joint, etc.

BIG SELLERS
because high in
QUALITY and
perfect in balance

Made from the very highest grade of steel, by workmen who are experts in the line. The quality of material, workmanship, and high finish of these Trowels have been the means of our increased sales.



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A SUGGESTION

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CHICAGO



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No Noise But the Swish of the Blades

Runs easy. Fascinates the purchaser and converts him into a sub-agent.

Whoever starts to sell Townsend Mowers, continues to do so.

For sale by all Canadian Jobbers.

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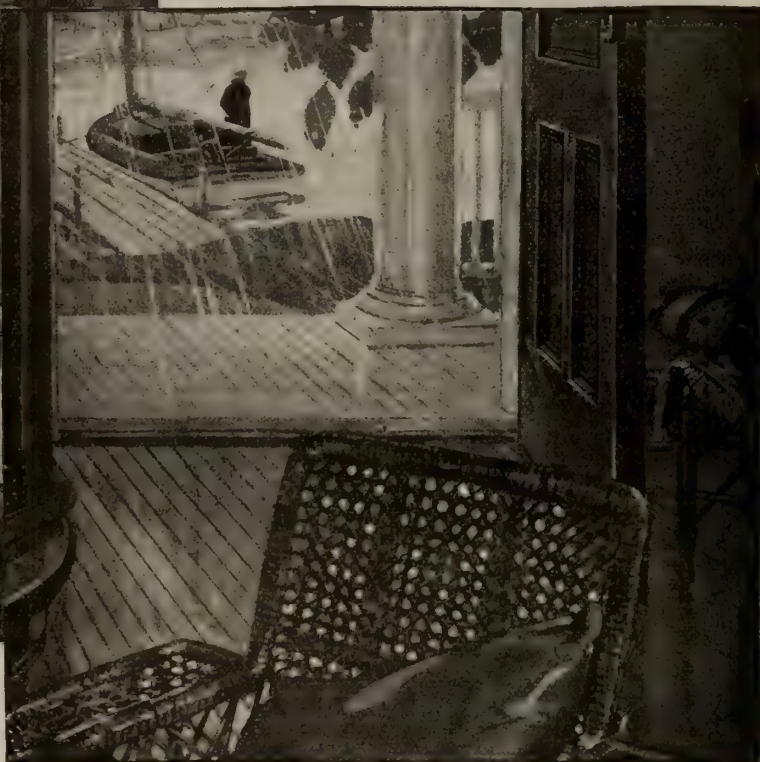
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This Kind of Thing Doesn't Hurt Scar-not



Rexpa Will Withstand the Severest Weather

Two Varnishes that represent the very latest ideas in scientific varnish making

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Scar-not is an absolutely waterproof interior varnish.

It will not mar white nor grow brittle and chip. It will take and hold a beautiful polish.

REXPAR

The King of all outside spar varnishes. The right kind of a spar varnish for outside use must be durable and able

to withstand the wear and tear of varying weather conditions.

It must contain materials which insure extreme elasticity, and durability when exposed to fresh or salt water, rain, storm, or parching sun.

Rexpa is designed specially for outside use, where an absolutely waterproof, weatherproof varnish is necessary, for use on yachts, boats, store fronts, outside doors, porch ceilings, etc.

Ask the Sherwin-Williams representative about special introductory assortments of these two varnishes. Special window trim, display cards, folders, etc., with each order.



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PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.



HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVI.

TORONTO, DECEMBER 12, 1914.

No. 50

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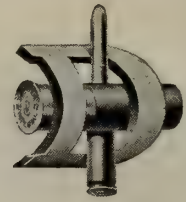
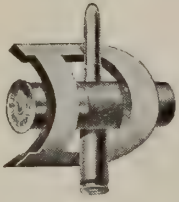
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HARDWARE AND METAL

Vol. XXVI.

DECEMBER 12, 1914

No. 50

Retail Hardware Convention at Toronto

Tenth Annual Convention of Ontario Retail Hardware and Stove Dealers' Association to be Held at Toronto During the Third Week in February—What They are Going to Talk About.

AT a meeting of the executive of the Ontario Retail Hardware and Stove Dealers' Association held at Toronto a few days ago it was decided that the tenth annual convention of the Association would be held at Toronto on Wednesday and Thursday, February 24th and 25th, 1915. If the plans suggested by the Executive are carried out, it is altogether probable that the two days' session will be of more practical value to the retailer than any of the conventions held during past years. Two days only will be devoted to the convention, and they will be chock full of interesting discussions on matters of vital importance to the retail trade. The questions to be taken up are dealt with farther on in this article.

It had originally been planned to hold the next convention at London, Ont., in conjunction with the annual exhibition of the Canadian Hardware Manufacturers Exhibitors' Association. The London armouries was to have been used for exhibition purposes, and the new Masonic Temple, an elegantly equipped and commodious structure nearby, was to have been used by the retailers for holding their sessions. Plans were laid long before the outbreak of the war and everything pointed to a very enthusiastic and largely attended meeting of the two associations.

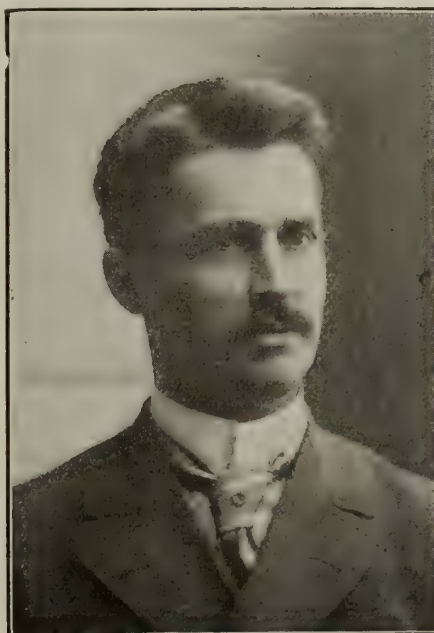
When the war broke out, the armouries became a hive of industry and the announcement was made that it would be impossible to secure the building for exhibition purposes. No other building of sufficient size was available and the exhibition had to be called off.

The retailers intend to hold their convention as usual, but it will be limited to a two-day session and Toronto was looked upon as the most suitable place under existing conditions to hold the convention. The place of meeting has not been definitely arranged, but it is thought that suitable arrangements can be made whereby the Association can secure the new Board of Trade rooms in the new Royal Bank, which, by the way, is in the heart of the busi-

ness section, and is the highest building in the British Empire.

Features of Convention.

The question of the proper affiliation with the Retail Merchants' Association of Canada was also commented upon and it was decided that the matter convention and a vote taken on the question. In all probability a deputation from the Retail Merchants' Association will be allowed to address the



W. F. MACPHERSON,

Prescott, Ont., President Ontario Retail Hardware and Stove Dealers' Association.

Retail Hardwaremen at one of the meetings.

An effort is being made to secure Premier Hearst to address one of the evening sessions. His address will be followed by a "Business Address" by Thos. Marshall, M.P.P., of the hardware firm of Congdon & Marshall, Dunnville, Ont.

Close Meetings.

During the past few years some of the retailers' meetings which were supposed to be for members only have been

more or less open meetings, to which persons who were not members of the Association secured admittance. At the next convention the meetings for retailers will be for members of the Association only. No outsiders will be admitted. Only two exceptions will be made, and these in the cases of representatives of the two Canadian hardware trade papers.

There will, of course, be two open meetings to which the entire trade, including members of the Exhibitors' Association, will be welcomed.

Discussion on Prices.

The close meetings will be devoted largely to discussing questions of importance to the retailers. It is intended to devote considerable time to questions pertaining to the buying of hardware. Prices quoted by various firms will be compared and the members hope that in this way they will be of inestimable value to each other. Quantity buying is also another feature to be taken up. It appears that at the present time, in certain sections of the country, two or three or more buyers club together and buy large orders of certain lines in order to secure quantity discounts. Members of the Executive of the Association will tell of instances where the plan has been tried out. Sources of supplies will also come in for considerable discussion.

What They Talk About.

The officers of the association feel that these questions along with others on the program will create a lively interest in the meetings.

After the officers' meeting a few days ago they held an informal discussion along the lines to be followed at some of the convention meetings.

One member told of a firm that had quoted very low prices on nails, poultry netting, screen cloth and other goods. Another member told how he had saved several cents per pound in buying sheet copper a short time ago, and gave comparisons of prices quoted by various firms. Solder was another commodity which came in for discussion and com-

parisons were made between the prices quoted by various firms. Electrical goods were also mentioned. One member told how he had been buying certain electrical goods for a considerable length of time, but by studying the various sources of supply and by making comparisons he had discovered how he could save from 15 to 25 per cent. Glass, linseed oil, and other hardware lines were also discussed, and various sources of supply mentioned.

The question of co-operative buying was also discussed. The members who brought up the subject did not suggest that the buying be done for the association as a whole, but rather that members group themselves in groups from two to one-half dozen, and thus co-operate in purchasing certain staples.

There appears to be a feeling that some of the smaller buyers of the association are rather handicapped in their buying on account of not being in close touch with some sources of supply and for that reason it is felt by the officers of the Association that the small buyer should be assisted as far as possible.

Other questions such as uniformity of selling prices on staple lines were also discussed at short length and will be taken up more fully at the convention.

Question Box Discussion.

Two question box sessions will be held during the coming convention. They will be conducted along different lines to those followed last year. The question box sessions last year fell down badly and it is felt that inasmuch as the "question box discussion" should be one of the most im-

portant at a convention, an effort will be made to get a real live man to take charge of the discussion. At the coming convention it is the intention to discuss each question thoroughly and not to pass the questions over in a light manner such as occurred in some instances in the past. It will, no doubt, be remembered that at the last convention Past President Oecomore, at one of the Question Box Sessions, took the floor

and raised objections to the manner in which some questions were being hurried along without being given the attention and discussion they deserved. The officers of the Association feel that the coming convention will be a "real live one," and that those who journey to Toronto and attend the meetings will go home with many new ideas regarding prices of goods, sources of supply, and other matters pertaining to the retailing of hardware. An announcement of the full program will be made in the near future. Officers of the Association are now working out the details and hope to have all arrangements completed shortly.

The Canadian Hardware Manufacturers' Exhibitors' Association have suggested that a speaker be present at one of the open meetings to give an address on "Made in Canada" goods. This is a question which is being discussed freely throughout Canada at present, and it is felt that an address on the subject would prove extremely interesting to Canadian hardwaremen. As the retailers wish to hold a purely business convention it is likely that many of the entertainment features of past years will be eliminated with the exception of a banquet or theatre party on Thursday evening. The officers of the Retail Association feel confident that retailers who are present at the next convention will go home with many new ideas on the buying and selling of hardware.

From present indications it appears as though the retailers' slogan for the next convention will be, "Let us get together and help each other."



Sectional View of one of the Business Streets of Toronto, the City Selected for the Retail Hardwaremen's Convention.

Canada Getting Back to Prosperity Built on Right Foundations

How the War Put the Finishing Touch to the Period of Retrenchment Through Which Canada Was Passing—Business Conditions in Maritime Provinces—Effect of War Upon the Farmer.

An authorized interview by Hardware and Metal representative with W. S. Fisher, President of the Enterprise Foundry Company, Sackville, N.S.

THAT the war's main effect upon Canada will be for good rather than for evil was the burden of what Mr. W. S. Fisher had to say to Hardware and Metal. Mr. W. S. Fisher is president of the Enterprise Foundry Company, of Sackville, N.S., and was in Toronto preparatory to a trip to New York.

"For some time," said Mr. Fisher, "Canada has had a false set of values. They have been inflated. The wild-cat element crept in, not only into real estate but into a great deal of business generally. We went at too swift a pace. We needed some great check put upon our too-quick progress. Well, we had the beginning of it before the war. For a year before war was declared, Canada was retrenching. By going back she was not necessarily retroceding, so far as real progress is concerned. She had to go slow. She had to get back to a systematic and methodical progress built upon the sure fundamentals of proper values. Naturally, individuals suffered; they suffered because a nation is composed of individuals and the nation at large was going through the furnace.

But it will come out the better for the present check. The war confirmed and made more effective as well as decisive this retrenchment, this getting back to real values. Canada, after the war, will go forward in a safe and sane way."

In response to a question as to how the war was affecting business throughout Canada, in the hardware line and in others, Mr. Fisher said that while the broad, general effect of the war was one for ill, since business stagnated to some extent, yet there were some lines along which Canada would benefit. She is able to step in and get export trade which would have been impossible in time of peace, at least for several years to come. The war is not an ill wind that blows no one any good. While it is harmful to an irrevocable and irreparable extent in the loss of lives it means, there are trade opportunities that are given to Canada through the war that the country could not have without the war. And in that regard, the catastrophe will, in some degree, be beneficial, and leave

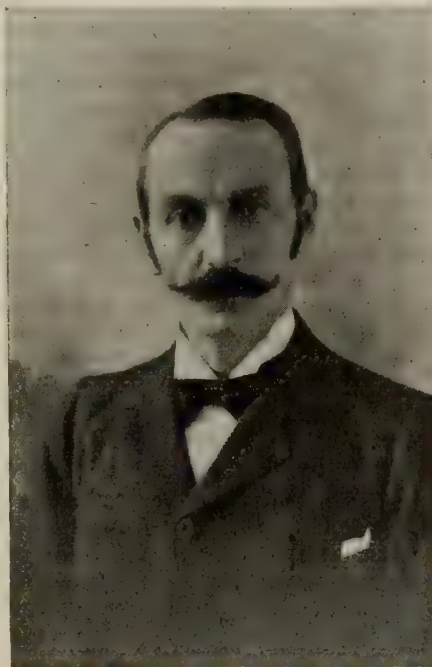
Canada better when it ends than when it started.

Mr. Fisher spoke as to conditions in the Maritime Provinces, where his own business is located. "Business generally in the East is suffering the dire effects of war," he said, "but there is nothing like stagnation. We are finding as much business as we can possibly expect. It is the Western business that is slow. The farther past Winnipeg you get, the worse the depression becomes. At points it is acute. The farmer is holding on to

in New Brunswick is coming along nicely," he concluded.

The way in which Canada had responded to England's call, when England declared war, was a thing which commanded admiration from every one, in Mr. Fisher's opinion. "And, mind you," he said, "this war will cement, as never before, the various sections of the Empire together. It will strengthen and increase the lasting power of the tie that binds." Mr. Fisher thought that the war, too, had meant employment for a great many, although it had meant rigid economy all round, and in some cases unemployment.

A son of Mr. Fisher's is with the Royal Canadian Dragoons at Salisbury Plain. He was a graduate of the Royal Military College at Kingston.



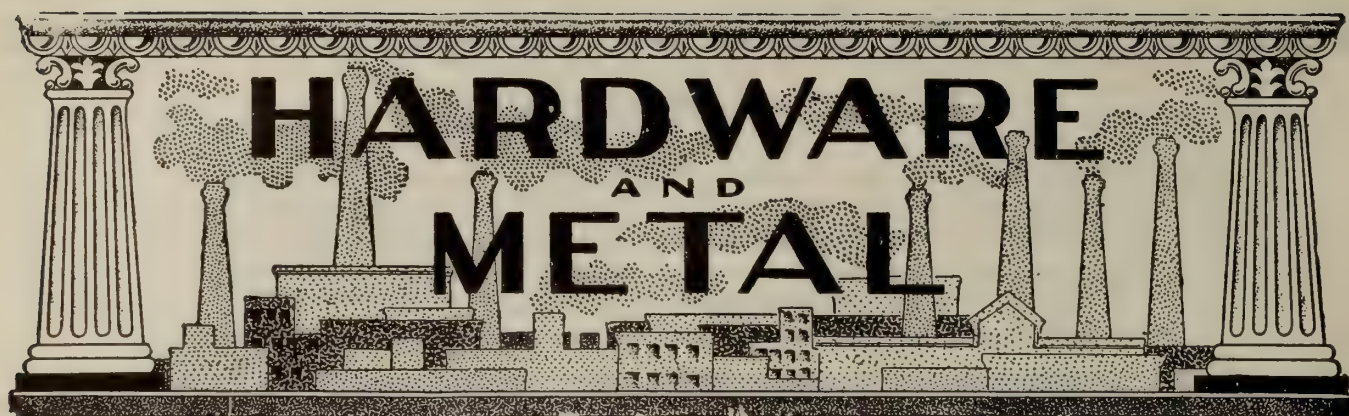
W. S. FISHER,
President, Enterprise Foundry Co.,
Sackville, N.S.

every penny. For many years he was lavish—almost prodigal—in expenditure, but he is realizing now the value of money. At the same time I believe that the Western farmer is a good deal more prosperous to-day than he was two years ago, because though he is perhaps actually harder put to it to find money, still the values with which he is dealing and upon which business is based are real values, and not false ones. Therefore, the prosperity is greater. Business

LUMBERING CAMP DISPLAY.

Chatham, Ont.—The J. C. Wanless hardware store recently put on a timely and suggestive window display. The display represented a miniature lumbering camp, and was particularly noteworthy for the realistic effect given by a number of minor accessories.

The entire wide window was devoted to the display. The bottom of the window was covered with dry leaves and broken twigs, and a background was formed of robes. In the centre of the display was placed an improvised saw-horse, upon which was a log with a cross cut saw half way through and in place for further operations. Sawdust was scattered around to give a further touch of realism. In one corner of the window was a camp-fire, with logs piled under the pot and red fire-brick underneath them. A couple of tin lunch boxes, a stone jug and two suspicious looking bottles were catchy features of this portion of the display. The intervals were filled in with axe heads, lanterns, files and lumbering tools and equipment of various kinds, gloves, and boxes of cart-ridges. A gun stood in the corner behind the camp fire. A number of cross-cut saws hung suspended from the ceiling at the back of the window.



Is It Fake Advertising?

MUCH has been written in the columns of Hardware and Metal as well as other publications relative to the evils of price-cutting which, happily, is not as prevalent in the hardware trade as in some other lines of business. During the past few weeks the hardware dealers of Montreal have had their attention drawn to a matter which has caused some discussion, and upon which it may be interesting to throw some light. A Montreal store (not hardware) which is endeavoring to make a name for itself as a vendor of goods at "cut prices" has recently used large space in the local papers advertising a well-known safety razor, which sells all over the world at \$5., at the price of \$2.98. This announcement was astounding to the trade who cannot purchase the razor in question at less than \$3.75. The manufacturers were interviewed by a representative of Hardware and Metal and stated that they were not selling to the firm in question, but that if one of the razors could be obtained it would be easy to find out by what source it was obtained as each razor is numbered. Hardware and Metal's representative endeavored on several occasions to purchase one of the razors and induced several uninterested parties to do the same, without success. The answer in every case was the same "Sorry, we have no more, we are just out of them." Hardware and Metal has investigated the matter and the only conclusion we can reach is that this is a cheap advertising "stunt," for it appears to be a pure bluff which will not do any immediate or ultimate good to the firm responsible and the only result it may have is to create unrest among other firms handling the same line, and discontent among possible purchasers of the razor. We wonder whether this comes under the "Fake Advertising Bill" which recently went into effect.

The Next Convention.

AS intimated in Hardware and Metal some weeks ago the next annual convention of the Ontario Retail Hardware and Stove Dealers' Association will be held at Toronto. The final decision was arrived at a few days ago, when the officers of the Association gathered at Toronto for the purpose of discussing matters pertaining to the coming convention and deciding on a meeting place. No doubt the selection made will meet with the approval of the members of the Association. Toronto is very central

and within a short traveling distance of almost any part of the province. During convention week—the third week in February—there will be plenty of good accommodation available at reasonable rates in Toronto hotels. For those who do not care to stay at hotels there are many high-class private rooming houses where accommodation may be secured at reasonable rates. Train connections to and from Toronto are unexcelled by any other place in the Province. Arrangements are being made whereby the meetings will be held in a modern building with all conveniences, thus assuring comfort for those attending the meetings. Owing to an unfortunate accident at Ottawa last year it was impossible to secure satisfactory quarters in which the retailers could hold their meetings. The result was that the meetings were not particularly well attended and owing to the extreme cold those in attendance were not altogether comfortable. Objectionable features of this nature will be entirely eliminated at the next convention. It is also pleasing to note that an effort will be made by the officers to inject more life into the Question-Box Discussion, which if conducted along the proper lines is one of the most interesting features of any convention. Other features of the convention such as discussions on prices, sources of supply, etc., which, it is said, will be taken up along lines mentioned elsewhere in this issue, should prove interesting to members of the Association. Although the next convention will only be for a two-day period a great deal of business can be transacted in that space of time. Officers of the Association feel all members should try hard to be present on account of the many important questions to be discussed and new features which will be introduced.

Conditions In Alberta

THERE seems to be no doubt that the people of Northern Alberta are in a very good position, and that every confidence is there expressed as to the future. The remarks of L. A. Blackwood, manager of the Miller-Morse Hardware Co., Winnipeg, who has just returned from a three week's trip through the province make this spirit of faith more apparent. Mr. Blackwood visited merchants in many of the towns and cities, and the opinion he got from the merchants leads him to believe that things should be satisfactory next year. In the southern part of the province—due to a poor

crop—there is not such a feeling of confidence, although very many of the places Mr. Blackwood states are in good shape.

It is no wonder that the northern dealers are feeling confident. One place where Mr. Blackwood stopped had a crop this year, the smallest yield of which was 24 bushels to the acre and the largest yield 57 bushels. It cannot be said that all parts of the province show anything like this satisfactory yield, but excluding some districts in the south, very good crops were secured, and there is a considerably larger acreage under cultivation for seeding in the spring.

The Tin Situation

MANY unexpected turns have taken place since the outbreak of the war last August. Immediately after the outbreak tin and solder advanced rapidly, in fact prices were doubled in a comparatively short space of time. Some of those who had heavy stocks on hand were looking forward to enormous profits. A short time before the outbreak of the war a retail hardware merchant who uses and disposes of large quantities of solder booked an extremely large order. When the war broke out and prices on tin doubled the firm holding the order offered the retailer a gift of 300 lbs. of solder if he, the retailer, would cancel his order. This little incident shows how some men at least thought metals would advance. Unheard of prices were looked for and there were predictions of scarcities in many lines. Thanks to the British navy, trade routes have been kept open and business is being carried on as usual as far as metals are concerned. There is no scarcity and in many lines very little demand. Tin has settled down to prices almost as low as before the war and the demand is light. Solder is also down to a low level. A report from New York in the American Metal Market under date of Dec. 9, stated:

New York, Dec. 8.—Yesterday was the dulllest day experienced in the New York tin trade in months. Some interests report they did not make a single sale, and the outlook for to-day is not much better. Buyers to a man have been frightened off by the unexpected decline abroad, and are waiting to see what lengths the reaction will go. The London market declined another £1 on spot Standard, 15s on futures and £1 10s on spot Straits. The selling price here was proportionately lowered, but without interesting buyers. In absence of business the market seems to be about 32¾c to 32⅞c for January, 32½c to 32¾c for February, March and April, in 5 to 25-ton lots.

The British freight steamer "St. Egbert" has arrived with 100 tons of tin. It will be remembered this steamer was captured October 18th by the German cruiser "Emden," and was held until the next day, when 381 prisoners were placed on board. The steamship was then released on condition that the prisoners be landed at Cochin.

No reason for the London reaction is known except profit-taking.

Price Cutting

IF any one class of retail merchandising concerns have felt the business depression more than others it is probably those who come under the heading of department stores. There are undoubtedly many department stores in Canada to-day feeling the pinch

of business depression to an even greater extent than retailers in other lines—at least this is true as far as the retail hardware trade is concerned. During a quiet period the department stores are nearly always sure to start something. The tactics usually followed are rather bad temporarily for the smaller retailer and one of the most objectionable features is the manner in which prices on well-known nationally advertised lines are cut to the limit. Recent reports from both East and West indicate that certain department stores are slaughtering prices on some lines carried by the retail hardware trade. Several well-known products which until a short time ago retailed at a price which allowed the retailer a liberal margin of profit have been slaughtered and offered at prices even lower than the price at which the goods can be purchased wholesale. The department stores usually cut the price on a nationally known product and then advertise the cut price in the newspapers. They cause a little excitement for a few days but it soon wears off. Some retailers are inclined to blame the manufacturer when as a matter of fact he is very often not to blame in any way. The average manufacturer wants to see the retailer secure a reasonable profit. Retailers should carefully weigh the circumstances before they condemn a manufacturer for the price-cutting tactics of the department stores. The cut-price quoted by the department store is usually in effect only a few days and only a limited number of articles are offered. In many cases the department stores sell nationally known goods below cost in order to secure advertising at the expense of the other fellow's reputation.

Electricity and the Farm

THE use of mechanical power as a substitute for horse-power on the farm is not by any means a new idea among Canadian farmers. Farmers have been using water and steam power for many years. Gasoline engines and gas power equipment of various kinds may be found in use on many Canadian farms. The farmer of to-day is looking for modern and convenient equipment which will assist in making farm life more picturesque and less irksome. A new era in the use of mechanical power for the farm is rapidly developing. Electric energy which is said to be much cheaper than steam power and more easily controlled is finding its way to many Canadian farms, particularly in Ontario, where the development of Hydro-Electric power is working wonders. The farmer a few years hence will be a large buyer of electric appliances of all kinds. Just as a tremendous demand for electrical appliance has developed at a surprisingly rapid rate so it will develop in the rural districts within the next few years. When the farmer's home is connected up with electric energy he will want electric fixtures, lamps, etc., just the same as his city cousin. The farmer's wife will want an electric iron, toaster, coffee percolator, vacuum cleaner or other electrical appliance the same as the housewife in the city. There is indeed a remarkably bright future outlook for the sale of electrical goods to the farmers of Canada—and the retail hardwareman will benefit accordingly.

EVERY hardwareman should read the series of articles beginning in this issue entitled: "The Value of the Wholesaler of Hardware as a Distributor and Reasons Why he is Essential."

The Value of the Wholesaler of Hardware as a Distributor, and Reasons Why He Is Essential*

By W. E. ALTER, Logan-Gregg Hardware Co., Pittsburgh, Pa.

SEVERAL years ago a company was formed to manufacture a certain line of merchandise. This line has always been sold very extensively through the jobbing trade. This company built a model factory in one of the towns of eastern Pennsylvania. It had ample capital to build and maintain the factory as well as to stock it to a considerable extent. The men at the head of the concern had the very laudable ambition to make the best goods by the most approved and economical methods. They also desired to market their goods with as little expense as possible and felt that they could greatly reduce the selling expense by eliminating all jobbers in the marketing of their goods. They very naturally felt that the jobber would require a certain toll for his own profit, which they figured would either raise the price to the consumer or reduce the profit to themselves, the producers. They could not see how the middleman, who neither made the goods, nor used them, had a right to exist on the products of others.

Just about the time this factory was ready to begin operations, the manager received a visit from the head of a large jobbing concern who wished to negotiate for the marketing of the factory's entire output. On being told of the feeling the management had toward the jobber, he went into the subject just a little, with the result that the manager consented to call the directors to reconsider the subject. At the directors' meeting the visitor was invited to state his reasons for considering why they, the manufacturers, should allow uninterested middlemen to share in their profits. He stated the case as follows:

"Gentlemen, I represent a concern that makes it a business to sell goods. We make no goods whatever. We do not

know how to make goods and we do not want to know. We devote our whole energies to the sale of goods. This we have made a study of and have built up a business based on many years of experience. We have learned that the concern which devotes its time to minimizing the troubles and expense of selling goods has no time to cope with the problems incidental to their manufacture. We also believe that the factory which has succeeded in manufacturing an article successfully and economically has solved all the difficulties it should be troubled with and should leave the marketing of that article to concerns which know how to market it better than the maker ever will. We have an army of experienced and expert salesmen. These men cover the entire country, each man making a study of his own particular territory. Each man, because of his experience, knows best how to economize time and money and how to put forth his best efforts in that territory.

"These men have a standing in the trade which is of value to them and to us. They have knowledge of the trade and know when to sell and when not to sell. They also have friendships among the trade, both social and business. To solicit an order for a new line would in many cases be equivalent to securing an order. A few weeks after we would take your line, we would have it represented in every part of the country in which it will sell. And we will have it well represented better than you could hope to have it in many years. Now, if you give us your line to sell, what will it cost you? NOT ONE CENT ON ANYTHING UNSOLD. And it will cost only a small percentage of the price on what is sold. But what will it cost you to market your own goods? Have you thought this out? You will need an army of salesmen. Have you thought of how much this will cost you in salaries alone? Have you thought of how much more for expenses? Where is all this sum coming from? It has got to come out of the sales of your one line alone. Worse than that, the expense will be not only on what you sell, but on what you do not sell as well. Now, mark this

well. As far as travelling expenses go, it will not cost us one cent to add your line to our business. As for travellers' salaries, they will cost us nothing, for your line unless sold, and then only a trifle as compared with what you would have to pay. Our travellers get their share from hundreds of lines represented at once, while yours would have to be their sole means of a livelihood.

"But this is only one of the many phases of the question. In every branch of the selling end the same principle of economy is applied. When goods are sold they have to be packed up, carted, shipped, charged and collected for. All this the jobber relieves the manufacturer of, or, at least, the most of it. As for packing, which, next to selling, is probably the largest expense, this can be economized by the factory only when selling to the jobber. In selling to the jobber the factory sells in full cases and can always pack its goods so that they case economically. In selling to the retailer, this cannot be done. But the jobber can lessen the cost of packing materially by packing this line with others. For instance, it will cost twenty-five cents to pack a dishpan worth fifty cents. Thus the cost of packing is 50 per cent. of the total cost. But the jobber could pack fifty dollars' worth of cutlery or other valuable material with that dishpan, so that the packing cost would not be more than one-half of one per cent. The same is true of cartage. The jobber can send a wagon load of miscellaneous hardware, worth a thousand dollars, to the railway station for almost the same cost of a wagon load of stovepipe or elbows worth twenty dollars. An economy in freight can be worked by the jobber for the retailer in the same way.

"As for charging and collecting, this is a subject of such importance that it requires especial attention. If you turn your product over to us, you have eliminated one of the hardest problems of business. Our concern is strong financially, you have only one account and you collect when you produce the goods. Or, if you sell only to the good jobbing concerns in the country, you will have only a few good paying accounts. In

*The National Hardware Association of the United States recently conducted a contest for the best articles written by travelling salesmen, on the subject of "The Value of the Wholesaler of Hardware as a Distributor, and Reasons Why He Is Essential." The contest was participated in very generally by salesmen throughout the country. Five prizes were offered. The subject is one in which Canadian Hardwaremen are greatly interested, and we have decided to publish the five prize-winning articles for the benefit of our readers. The first prize article appears in this issue. The second prize article will appear next week. Editor.

either case the entire bookkeeping and collecting labor will be so light that it will probably be a pleasure to one of your officers. But what will be the result if you sell direct to the many thousands of small dealers with whom you will have to keep accounts? It will mean an army of clerks, no end of trouble, and an enlargement of capital to take care of the deferred payments.

"But still another point. While your goods are made for the consumer alone, it is the middleman who makes the immediate market for them. You manufacture a large stock of goods. You sell that stock to the jobbers all over the country and you make another stock. In the meantime, the jobber sells to the retailer, and buys from you again. Thus you see that between you and the consumer there is a large stock of goods which the jobber has paid for before the consumer has fairly started to use those goods. He thus not only doubles the possible market for you, but likewise acts as your storehouse here for you, free of cost, and without investment, has placed your goods awaiting the demand. Gentlemen, please consider this matter carefully. You will find that the jobber is not a parasite in business. He makes economies possible that would not exist without him. He can cheapen the final cost of everything he can profitably handle. He makes it possible for the retailer to be in business with a retailers' capital. He makes it possible for factories to stay in business because he actually makes and maintains their markets. The factory, as a general rule, could no more exist without the jobber or some agency doing the same work under another name, than the jobber could exist without the retailer, or the retailer without the consumer."

Needless to say, the above circumstance, as an actual occurrence, is true in part only. But it is wholly true in principle. There was such a factory started and it did make just such a selling agreement. The factory has been a success from the beginning and the stockholders have never worried about anything but keeping the factory running smoothly and in order. But the argument never took place, simply because there was no need. The members of the company were experienced men and had their selling arrangements made as soon as they decided on the proper selling agency. They did not need to be told, like many factories, as well as many retailers, need to be told, that the ultimate cost of all manufactured articles handled by jobbers to-day would be much higher if it were not for the jobbers' distribution of them. "The proof of the puddin's in the eatin'."

Bicycle manufacturers started out to sell their own goods. Bicycles sold from

\$135 up. The jobbers took hold of the business and down came the bicycles to twenty-five dollars. And in the season the only factories which made any money were those which finally put their goods into the hands of the jobbers. Sewing machines are now bought at ten dollars. Before jobbers handled them, they cost from fifty to sixty dollars. Automobile lovers were agreeably surprised recently by a drop in the price of tires. That was the time some of the tire manufacturers abolished their expensive and unprofitable selling agencies and sought the aid of jobbers. All through the line the same story goes. As sure as an article tried to stay on the market without the jobber it was expensive and the price came down as soon as the jobber took it.

Let us try to imagine a retail hardware dealer starting up and continuing in the hardware business without the benefit of the wholesaler. Let us give him the benefit of all doubt and suppose him perfectly capable of starting the business without any advice. Let us suppose he understands the details of the business fully, as well as the special conditions which prevail in his particular location. Let us suppose that he has ample means to carry on his business properly.

To properly equip a modern retail hardware store he will need at least 3,000 different items, irrespective of size. To buy these from the makers, the prospective dealer will find he will have to deal with from 700 to 800 different factories. This means that he will have to visit, or correspond with, or receive representatives from each one of these factories. This is not an exaggeration, but is based on records from the books of an average sized jobber and one who claims only a local influence.

A moment's consideration of this point alone should convince one of the absurdity of attempting to equip a well-assorted retail store from factory stock without the aid of a well-established medium.

But let us speculate a little—let us start with his show-case goods. He should have some I X L barlows. For these he must send to England. Then the Russel barlow, freight from New England. Then probably a cheaper grade, these from Germany. Here he may attempt a saving by buying several lines of cheap cutlery from the same depot in Germany; but he will find that medium to be simply a specialized jobber who gathers those goods from many sources. For butcher knives, to have anything like the stock a jobber would supply, he would have to send to England, to Prussia and to three or four American factories. For carvers knives and forks, paring knives, putty

knives, common spoons, etc., a different factory for almost every line. For silver-plated ware, the highly educated wants of the people to-day would compel him to deal with at least three silverware factories. All through the entire line the same conditions will prevail.

A very careful investigation of this will prove its truth, even though it seem absurd and trivial. At first thought, one may suppose that the case is much exaggerated and that the trouble could be greatly minimized by buying certain general lines from the same factory: such as good and cheap spoons from one concern; all classes of scissors from another; the entire line of pocket-knives from another, etc. Such is not the case, if jobbing is to be entirely eliminated. It will be found that the factory which makes good pocket knives does not often make cheap ones, although it often sells them. It finds it so much better to be a manufacturer of the good line and a jobber of the cheap lines. The retailer who decides to buy all his scissors from one concern of established reputation will find his good scissors made by that concern and the cheap ones either branded "made in Germany" or bearing the earmarks of having been started there and finished or put together by the chosen factory. In fact, it will always be found that the factory which desires to market its own goods, especially in small and easily handled lines, will work a great economy by helping out its own selling expenses and handling other lines, thus doing a jobbing business.

Within the next two months, there will be a tremendous call by the retailers for the annual supply of loaded shells. Every retailer in the country will have to put in his stock. Where will the stock come from to the retailer? From the three or four factories that manufacture all that are used? Not at all. The products of those factories have been bought and paid for, and distributed in large quantities into every jobbing centre of the United States and Canada. While the retailer has not thought of such a thing as the fall rush for shells, the jobber has been busy making it possible for the retailer to secure his stock when he needs it. The jobber has contracted for the shells in large quantities. He has actually advanced the money to the factories, making it possible for the factories to regulate their work for the greatest economy.

The jobber has brought those goods into his stock when he could do so to the best advantage. He has brought them in large quantities always with a thought to the least possible transportation and handling expense. Is it possible for the retailer to imagine the chaos that would

(Continued on page 47.)

SHOW CARDS THAT YOU CAN MAKE

— by P.T.D. EDWARDS —

using illustrations
from last week's
Hardware & Metal

THREE show-card suggestions are shown this week. In each case the illustrations have been taken from advertisements which appeared in last week's issue of Hardware and Metal. The three here shown are only a very small percentage of the many attractive cards which could be made from the advertisements in last week's issue. Each issue of Hardware and Metal contains a large number of advertisements in which large and attractive illustrations appear—in fact, the paper just bristles with opportunities and ideas for the show-card writer, whether he be an amateur or an experienced card writer.

Even in cases where some of the illustrations may not be suitable for using on show cards the card writer can secure new ideas for lay-outs.

Some hardware clerks are rather afraid to undertake preparing show cards, because they are under the impression that the work is complicated and requires many years' practice in order to prepare cards suitable for dis-

Show Card Series

The materials used in executing the show cards here shown are:—

Ball Pointed Stub Pen.

Compass.

No. 8 red sable brush.

No. 4 sable brush for ruling gray lines.

Scissors.

Thick Paste.

Eraser.

White Water Color.

Thin Ink.

Thick Ink.

Illustrations from last week's issue of Hardware and Metal.

playing before the public. This may be true as far as certain classes of fine work are concerned, but there is nothing to prevent the average hardware salesman from becoming sufficiently expert in a comparatively short space of time to prepare cards as attractive or even more attractive than those shown here.

The principle requirements of show cards for hardwaremen are attractiveness and legibility. Too many fancy letters will spoil a show card.

The firearms show card is attractive, because it is plain and neat. You will note that plenty of white space has been left on the card. This is a feature the beginner should not overlook. When a card looks well—leave it alone. If you try to add too many fancy touches or put too much work on it you will probably overdo it.

To make a card similar to the firearms card you first cut out the illustration, decide where you are going to place it on the card. Before mounting the illustration draw a circle by using a compass with a pen instead of a pencil—then use pen and ruler to make the lines. After the work is dry, paste the illustration over the top and outline it with white paint.

The outline lettering on this card needs to be done more slowly than a fill-in letter, because the centre of the

letter must be as clean cut as the outer edge. Should you run in too far, you can retouch the letter with white paint. A waterproof ink is the most suitable for this work.

The small lettering on the card was done with a stub pen.

The "carpenter" card design shows a full-page ad. design worked into a card.

The entire design was cut out, both inside and out, and pasted on white card-board, and suitable lettering inserted in the centre of the design.

Another very attractive card could have been made out of this illustration by cutting out the man and table without the rest of the design. The scraper could also have been worked in separately on the same card.

All the lettering was done with one pen—a ball-pointed stub. It will be noted that the top lettering is heavier than the bottom. To get this effect necessitated more pressure on the pen to get the wider line.

The electric fixture card shows a single yet effective lay-out. The small



Make the gift
a useful one

Electric Fixtures
& Appliances

See complete
showing just
inside the door.



An attractive show-card for window-display purposes. The illustrations were taken from the advertisement of the Jas. Morrison Brass Mfg. Co., which appeared on page 10 of last week's issue.



A suggestion for a display card. The illustration used in preparing the card was in the form of a full-page ad. on page 17 of last week's issue of Hardware and Metal.



Safety First

should be your
motto in these
warring times

Our stock of
Fire Arms
is most
complete

The illustration used in preparing the above card was taken from the advertisement of the Iver-Johnson Arms and Cycle Works which appeared on page 14 of last week's issue. The accompanying article tells how to prepare the cards.

lettering was done with the same pen as on the carpenter card. The large lettering is brush-stroke Roman made with a No. 8 red sable writer. The gray shade and ruling surrounding the illustrations hide the edges of the paper in addition to adding attractiveness to the general appearance of the card.

LETTERS TO THE EDITOR

These columns are open to contributions upon any topic of interest to the trade, it being understood that the views expressed are those of the contributors, and do not necessarily imply editorial indorsement. Names of contributors will be withheld, if desired, but name of writer must accompany correspondence as an evidence of good faith.

Dec. 1st, 1914.

Editor, Hardware and Metal,
Toronto, Can.

Dear Sir,—Put this under the "Multum in Parvo" editorial matter if you please and oblige.

Replying to yours "Ontario Retailer," if he was ass enough to buy goods without seeing the samples he deserves all he has got. He makes allusions to Englishmen as salesmen. Probably he has never met a good Englishman or else he would know that with the British system of training, an Englishman is the finest fellow out, and invariably has his trade at

his finger tips and so can give many a useful hint to the buyers on this side. "Ontario Retailer" mentions that he has not paid the account, which is what we complain of.

Replying to "Paid Up One," we congratulate him. He is so different from the others. He mentions the Moratorium; How does this suit "Kindly re-draw after the Moratorium" which is on the back of one of our drafts from Vancouver. The firm is in Granville St., and their rating is one-quarter million. Our Principals are not German, they are British.

How does this suit? "We will not accept the goods, owing to delay." The goods were shipped 8 weeks previously and the firm who wrote this were in Vancouver and were fully aware of the length of time required to ship the goods.

Another instance; goods shipped to the East in January; not taken up until Oct., when we had to go to law to make the firm take the goods, which had been lying at the depot for some 6 months on storage. Or a further excuse, this time from Edmonton. "We do not know when the building will be ready." Goods ordered from England. Waiting at the depot on storage. Customer refuses to accept goods because the contractor has not yet completed the building. We have nothing to do with the building. Another one from Macleod; "Paid this in England" in January last. Account not paid yet and had to sue for the money. Or this one from Winnipeg; "What will you allow me if I accept the goods." Customer ordered goods, they lay at the Customs for several weeks, and then when seen the customer refused to take the goods unless an allowance was made. Needless to say he was a Jew.

These are the sort of things, Sir, that we complain of. We can give you some dozens of similar instances which do not reflect to the credit of the retailers over here. Why do they return drafts and put such deliberate lies on the back? For your information, Sir, we enclose name of parties mentioned above.

Yours truly,
"MULTUM IN PARVO."

HARDWARE LETTER BOX



Congoleum Floor Covering.

Metallic Roofing Co., Toronto.—Please advise who makes Congoleum floor covering.

The product is made by the United Roofing Co., a branch of the Barnett Roofing Co., Philadelphia, Pa. Canadian representatives are Paterson Mfg. Co., Montreal, Toronto, Winnipeg, Vancouver, St. John, N.B., Halifax, N.S., and Sydney, N.S.

Wood for Fretwork.

W. Hunter, Teneer, Sask.—Could you please furnish me with name of firms who manufacture wood for fretwork in 1/4 in., 1/16 in., 1/8 in., and 3/16 in., sanded on both sides.

Hobbies, Ltd., Hobenhon, Norfolk, England; Millers' Falls Co., Millers' Falls, Mass., U.S.A.; Schroeter Bros., Hardware Co., Ltd., St. Louis, Mo., U.S.A., and John Hillock & Co., Ltd., Toronto, Ont.

Stickers.

Hick-Sehl Hardware Co., Lethbridge, Alta.—Kindly give names of firms who sell stickers for envelopes, boosting Canadian made goods.

Fleming Press, 85 Duke St., Toronto; The Federal Press, Montreal, and the Canada Picture Stamp Co., Ottawa, Ont.

Machine Needles.

John H. Lee, Stoney Creek, Ont.—Can you give me the names of jobbers handling all makes of sewing machine needles?

The Singer Sewing Machine Co., who have branches in most of the large cities can supply assortments of needles.

Ventilators.

W. H. Turnbull & Sons., Brantford, Ont.—We shall be pleased if you will publish the makers of or agents for a galvanized swivel top for a chimney.

This could be supplied by the Metallic Roofing Co., Toronto; Wheeler & Bain, Toronto; Globe Ventilator Co., Troy, N.Y., and Berger Bros. Co., 1237 Arch St., Philadelphia, Pa.; Gurney Foundry Co., Toronto, Ont.—Ed.

John Harley & Son, Sydenham, Ont.—Please advise us where we can secure small iron castings, also bottle of a special design.

Most jobbings foundries can supply you with small iron castings, as well as many stove foundries. Some of these in your locality are: Westport Mfg. & Plating Co., Ltd., Westport, Ont.; Dodge Mfg. Co., 138 Bay St., Toronto, Ont.; Worr Foundry Co., Ltd., 133 Sterling Rd., Toronto, Ont.; Kir-Ben, Limited, Almonte, Ont.; Findlay Bros., Carleton Place, Ont.; Beach Foundry Co., Ltd., Ottawa, Ont., and Jas. Smart Mfg. Co., Brockville, Ont. For glass bottles of a special design we refer you to the Dominion Glass Co., Limited, Toronto, and the Beaver Flint Glass Co., Ltd., Toronto, Ont.—Ed.

Scoops on Wheels.

H. Hunter, Hartney, Man.—Please give us through your columns, the names of firms handling a scoop on wheels suitable for unloading coal.

This scoop could be supplied by the Meaford Wheelbarrow Co., Ltd., of Meaford, Ont., and E. J. Banfield, Stair Bldg., Toronto, Ont. The manufacturer of the latter one is the Sackett Coal & Screen Co., of Chicago, Ill.—Ed.

METHODS *in* CHRISTMAS MERCHANDISING



In this department are offered suggestions which are intended to help the retail hardwareman in pushing his Christmas sales campaign. This department will be conducted regularly in each issue until Christmas. Contributions to this department from merchants, travelers or retail salesmen will be appreciated.



Boxes Sold the Goods.

ABOUT a year ago a retail hardware merchant purchased 1 dozen pearl-handled butter knives; 1 dozen pearl-handled pickle forks; 1 dozen pearl-handled bread forks. They were purchased for the Christmas trade, and cost \$8 per dozen without boxes, or \$9.20 per dozen with individual boxes. The merchant thought that he could save \$1.20 per dozen by not purchasing boxes. When the goods arrived each article was ticketed with a small string price tag, and then placed on display in silent salesmen. A few of each were placed in the windows. The price was \$1.25 for each piece. About a week before Xmas the 3 dozen pearl-handled articles were still in stock. Not one piece had been sold and the merchant who thought that the articles would be ready sellers at \$1.25 was rather disappointed. He did not want to carry the goods over and he figured that if they would not sell at Xmas they would not sell later on. Although the articles were of good quality and had neat pearl handles they did not show up to advantage.

On the way to the post-office the merchant happened to pass a jeweller's window and was attracted by the inviting display of goods shown. He noticed among other goods butter knives, pickle forks and bread forks done up in neat lined boxes accompanied in each case by a price ticket marked \$2. The thought then struck him that he made a mistake by not having his goods done up in boxes. He returned to the store and immediately sent a rush order to the wholesaler asking him to send on 3 dozen lined boxes by express. The boxes arrived the next day. The pearl-handled goods were placed in the boxes and on each box a neat price ticket appeared bearing the following: "A useful gift for \$1.50." The merchant paid 15 cents each for the boxes and he advanced the price of each article 25 cents. During the week preceding Xmas he displayed the goods in the show window and by window display and personal contact disposed of 2½ dozen pieces. Had he not secured the boxes and placed the goods before the public in an attractive manner the chances are a great many of the articles would have remained in stock and would probably have been classed as goods which were "poor Xmas sellers." Appearances count a great deal in selling Xmas goods. The public wants attractive looking packages at Christmas time. They want the goods done up in attractive packages and they are willing to pay a reasonable price for the packages.

What He Thought.

THE goods you bought for the Xmas trade this year were bought to sell. The better you show them the more you will sell. Your success depends largely on your ability to display the goods properly and attractively. A hardwareman who by the way is not a hundred miles from Toronto and does not do a very large business owing largely to his lack of initiative, said last year: "I don't think it is necessary to go to any extra trouble to arrange a Xmas window display. I have certain lines of Xmas goods and I will simply put them in the window without trimmings or price cards. I believe that if anyone is interested in the goods they will come in and ask what the price is. Price cards, show cards and other nonsensical decorations do not make the goods any better." The merchant is certainly entitled to his opinion. Nearly everyone will admit that price cards, show cards, etc., do not make the goods any better, but they certainly help to sell the goods. Axle grease does not make a wagon any better but grease helps to make the wagon run smoothly just as price cards, show cards and modern display methods help sales to run smoothly. I wonder what this merchant would say if when he went into a restaurant and ordered an oyster stew, the waiter served the stew in a dish pan. The pan might be perfectly clean and would not hurt the oyster stew—but—would it appeal to the merchant. If he wants his Christmas goods to glide easily away from his store he ought to display them attractively and not in dish-pan fashion.

• • •

He Advertised.

AN American contemporary tells of an incident which goes to illustrate how advertising sells goods. There are many ways of advertising and this is only one of them. "Not long ago in an Illinois town a fakir went into a hardware and sporting goods store and bought two dozen knife sharpeners that had been retailing at 10c. He went out on the street, stood behind a shipping case, and sold the sharpeners at 25 cents each, disposing of the entire lot in less than two hours and making a clear profit of \$3.60.

How did he do it? He advertised."

A similar incident occurred at London, Ont., a few years ago during Fair Week.



Weekly Market Reports

Statements From Buying Centres



THE MARKETS AT A GLANCE.

Following the advance in glass reported in Toronto markets three weeks ago and as predicted in Hardware and Metal, Montreal quotations have been advanced this week. City and country prices have been placed on the same basis. The Belgian supply has been cut off entirely and it is said that the British supply is not likely to be more than sufficient to fill home demands. Wire nails have also declined at Montreal. Quotations on nails at London and Toronto are \$2.05 base for present or spring delivery. An Ontario firm has sent letters to the trade quoting a net price on nails of about \$1.95. The same firm has also been quoting close prices on woven wire cloth and a few other lines. It is said that the information given regarding the brands of goods to be supplied at the prices quoted is very vague. Spring booking continues fair. The recent reduction in nail quotations has not stimulated buying to any great extent for the simple reason that retailers are not selling many at the present time. The metal markets are still unsettled although the recent spurt in copper has created a better tone in ingot metals and a great many buyers have been tempted to cover their requirements for some time ahead at present prices. General business in hardware is showing a seasonable quietness. A fair quantity of Xmas goods is moving. Cold sharp weather with snow would greatly stimulate business in winter lines.

MONTREAL.

MONTREAL, Dec. 9, 1914.—With the exception of sorting orders on seasonable lines in the country trade, and last calls on duplicate orders for the holiday business, conditions are quiet and may continue so for some time. With the arrival of cold weather construction work of nearly all kinds has closed down tight; and in this line there has not, in fact, been much activity for some time. There are some odd orders for closing up jobs, but these are not very important, and there is little inquiry noted with regard to tenders for future contracts. In the metals there is considerable movement where the war is a factor, although it is evident that there is a tendency to discount every influence, so that the market is very unsettled and prices may decline when an advance appears proper, and vice versa, for the reason that the change was foreseen and prices previously affected. This has been particularly true with lead. Metals which largely enter into construction work are quiet. Dealers are looking forward for snow to help out business in the cities where retailers generally have held off on their orders for snow shovels and other seasonable lines.

The Montreal wholesalers at a meeting on Wednesday decided to reduce the

price of nails 10c; this followed the action of Toronto dealers.

Tin.—An advance is shown in the price of tin. The quotation has been 35c to 37c a pound and the figure now given is 37c to 38c. This market has been firm for some time and there has recently been a renewed activity in the United States which promises to develop into a mild boom.

Copper.—Copper during the week appears to have recovered from the weakening influence exerted by lead and the price has been advanced from 13½c to 14½c. Latest reports from American sources would seem to indicate that the market is again losing strength.

Lead.—The continued weakness of lead during the week has continued as an interesting point to the dealers. As a war material it was figured that this metal should advance, but on the contract came a sharp reaction as soon as the bulls got busy.

Solder.—In sympathy with the advance in the price of tin, the solder market is naturally very strong, although there has been no advance in price as yet. Half and half, 22c; wiping, 20c to 23c, and commercial, 19c to 21c.

Other Metals.—Metals which are affected by the war show a generally firm tone, although it is evident in many

cases that developments are discounted before they become public, with the result that where the price trend should be in one direction it is just as likely to go the other for the reason that the movement may not have been as strong as has been expected. Metals which depend upon the construction and building trades for consumption are generally dull. Spelter shows an advance from 6c to 6½c. Babbitt—No. 1, 27c; No. 2, 18c; No. 3, 14c. Sheet zinc \$8.75 in casks and \$9.25 in part casks.

Bar Iron and Steel.—Market is heavy and the demand is slow. The base for bar iron continues at \$2 without prospect of immediate change.

Galvanized Sheets.—Here the price remains steady on light demand, although tendency under normal condition would be upwards on account of the higher winter freight rates. However, it is probable that most of the winter buying has been done and orders are not likely to be heavy in any event.

Nails.—Following reductions which have been made in nails F.O.B. Toronto, Hamilton and Gananoque, the matter of price was considered by the Montreal wholesalers on Wednesday, when a change was made in the price and the base is now at \$2.15 for wire.

Iron and Lead Pipe.—Quietness in building trades does not encourage business in this department and the demand is therefore quiet.

Bolts and Screws.—Although the de-

MONTREAL QUOTATIONS.

Tin	37c to 38c
Spelter	6½c
Copper	14½c
Lead, Trail, ewt.	\$5.00
Lead, Imported, ewt.	\$5.00
Antimony	17½c
Solder, ½ x ½	22c
Wiping Solder	20c to 23c
Aluminum, Ingot	22c lb.
Aluminum, Pattern	23c lb.
Wire Nails	\$2.15 base
Cut Nails	\$2.50 base
Pure Manila Rope	14c base
British Manila Rope	11c base
African Hemp	11c base
Sisal	9½c base
Lath Yarn	8¾c base

TORONTO QUOTATIONS.

Tin	34½-37c lb.
Copper	13½-14½c lb.
Lead	5c-5¼c lb.
Spelter	6c-6¼c lb.
Antimony	18c lb.
Aluminum Ingot	22c lb.
Aluminum Pattern	23c lb.
Solder, ½ and ½	22c lb.
Wire Solder	26c lb.
Wiping Solder	19½c lb.
Tinker's Bar Solder	26c lb.
Wire Nails	\$2.05 base
Cut Nails	\$2.70 base
Poultry Netting	50-10-5%
Pure Manila Rope	14c base
British Manila Rope	11c base
African Hemp Rope	11c base
Sisal Rope	9½c base

mand is not strong and the market for some time has been weak, there has been a return of strength in the past few days, due to price of raw materials rather than buying interest. Discounts are shown in current market quotations.

Rope and Twine.—Business here is not active, particularly since the close of navigation, which cuts off demand from shipping sources. Cotton cord and lines continue easy. Prices are shown in current quotations, and have not changed.

Wire Fencing.—There are still some booking orders coming through and travellers report that there seems to be a better outlook for the spring.

Builders' Hardware.—There are a few small orders coming through to wind up contracts, but for the most part the weather has closed things down and there is little interest displayed in regard to tenders for future contracts.

Building Materials.—Similar conditions apply here as to builders' hardware, winter weather having closed down on construction programs, while alterations generally are deferred until after the holiday trade.

Seasonable Goods.—Country orders are coming in for skates, sleigh bells, heaters, lanterns, and similar lines upon which original orders were evidently short. A snow storm would also help business in the cities where dealers have been holding off with regard to orders for snow shovels and other lines.

Stoves and Furnaces.—Conditions are quiet. Orders are pretty well in for the season and repeats are light, although there is sustained interest indicated in the country trade at many points.

Kitchen Utensils.—Business is quiet and will probably continue so until the new year at least. Some orders are being received from country points.

Wing Pumps.—Wing pumps have attracted considerable attention during the past couple of weeks. A price duel

resulted in cuts being made and this was supported by reports that Canadian manufacturers could under-sell British quotations. However, as regards German lines, houses which had to re-order in the trade found prices firm. There is some spread in the figures of different firms at present.

TORONTO.

TORONTO, Dec. 10.—Conditions generally in the hardware trade vary little from those prevailing during last week. Business is inclined to be quiet, except in seasonable lines, which are showing some activity. Reports regarding the country trade continue to be satisfactory, and compare favorably with last year for the corresponding period. The city trade is quieter, being more affected by industrial conditions, although the volume of business in some of the larger industrial centres does not show such a falling off.

The markets in most hardware lines are steady, and there have been few price changes. The most noticeable change being in brushes, which have advanced from 15 to 25 per cent. all round, the market is very unsettled due to a shortage of bristle and fibre. There is a fair movement in stoves, but furnaces are quiet; the comparatively mild weather having affected these lines. There has been a good demand this month for wares, and prices are keeping steady. Builders' hardware continues quiet; the building trade still being dull. There is some activity in general hardware, seasonable goods being in fair demand. Rope and twine markets are quiet and prices steady. The metal markets are steady and prices generally firm. Solders, however, are higher. Tin is

dull, with a weak tendency. Copper is firmer and quotations hardened, and the situation with regard to foreign business is slightly improved. Spelter is firm, but lead is quiet. The outlook in the steel trade shows some improvement and prices are firm. Pig iron is more active, but scrap metals are dull. The advance in copper has created a better tone in ingot metals, and a great many have been tempted to cover requirements for some time ahead at present prices.

Tin.—The tin market is dull, and prices are unsettled, ranging all the way from 34½c to 37c.

Copper.—The market is firmer, and quotations have advanced. Quotations now range from 13½c to 14c. The situation with regard to foreign shipments has improved to some extent, but it is still rather unsettled. The spirit in copper has created a better tone in ingot metals, and a great many have been tempted to cover requirements for some time ahead at present prices.

Lead.—There is no change in the lead market, but there is a weak tendency. Lead is being quoted at 5¼c per pound.

Spelter.—The market is firm, with an upward tendency, but the demand has fallen off. Spelter is being quoted at 6¼c to 6½c per pound.

Solder.—The recent advance in tin is reflected in the price of solder, which has advanced in some grades. Wiping solder is ½c higher, being quoted at 19½c per pound. Half-and-half has advanced 1c, and is quoted at 22c per pound. Tinkers' bar and wire solder are unchanged at 26c per pound.

Other Metals.—Antimony is steady at 18c, with a dull market. There has been no change in ingot aluminum, which is firm at 22c per pound.

Scrap Metals.—The market continues

MONTREAL BASE PRICES ON STAR AND DOUBLE DIAMOND IN CASES FOR BOTH CITY AND COUNTRY.

United Inches.	Star 100-ft. Boxes.	Dble. Diamond 100-ft. Box.
Up to 25	\$ 6.50	\$ 8.60
26 to 40	7.00	10.00
41 to 50	7.40	11.70
51 to 60	8.00	12.00
61 to 70	8.75	14.00
71 to 80	9.50	15.00
81 to 85	10.50	18.00
86 to 90		20.50
91 to 95		22.00
96 to 100		25.00
101 to 105		32.00
106 to 110		36.00

With the following discounts:

Any quantity up to 100 cases, 25%.
100 cases and less than carloads, 30%.
Carloads, open price when imported.

inactive. Prices are given in our current market quotations.

Bar Iron and Steel.—Although there are some signs of a revival in the steel trade, the volume of business has not improved to any great extent. Quotations are unchanged at \$2 per base.

Pig Iron.—There is continued activity in the pig iron market in the States, which may probably affect this market, although quotations are unchanged at present. Victoria and Hamilton brands are firm at \$17 a ton.

Iron and Lead Pipe.—Lead pipe is steady at 7½c, 5 per cent. off, and waste pipe 9c, 5 per cent. off. Business is quiet. Prices on iron pipe are given in our current market quotations.

Rope and Twine.—Business is quiet, as might be expected at this time of the year. An order from the French Government for halters has stimulated the demand for certain classes of rope. Prices are steady, and are shown in the current market quotations.

Wire Nails.—The drop in the price of wire nails, reported last week in Hardware and Metal, still holds, and there has been no further fluctuation. Wire nails are now being quoted at \$2.05 base, less 2 per cent. 30 days. Cut nails are unchanged at \$2.70 base.

Stoves and Furnaces.—Stoves are moving out fairly well, but the recent spell of comparatively mild weather has affected business. The demand for furnaces has fallen off to some extent.

Brushes.—The advance in brushes predicted in Hardware and Metal has gone into effect, and prices have been advanced 15 to 25 per cent. all round. Orders for spring delivery are being booked, but are liable to be recalled at any time. The brush situation is very unsettled, for in addition to the war affecting the bristle market at Hamburg, great difficulty is being experienced in obtaining supplies from China, where comparatively little bristle is obtainable, and then only at greatly advanced prices. There is also a good deal of uncertainty in the fibre market on account of the unsettled condition in Mexico. Supplies of bass fibre from South Africa are also difficult to obtain. This trade has until recently been carried on by German shipping companies, which are now, of course, out of business. New arrangements will have to be made. Jobbers have been buying freely and laying in stocks in anticipation of the higher prices.

LONDON.

LONDON, Ont., Dec. 10.—Business continues fair. The open weather has slackened off the demand for winter goods. Local jobbers report that collections are good. The Grand Trunk freight sheds were burned down on Sunday morning and large quantities of merchandise of various kinds destroyed.

The low price of \$2.05 base on wire nails reported last week is still in effect and nails are offered for present or spring delivery at the above price. Cut nails are still quoted at \$2.70 base.

Paints, Glass, Etc.—Linseed oil remain unchanged at last week's quotations, as follows:

	Raw.	Boiled.
1 to 2 bbls.	56	59
3 to 5 bbls.	55	58
6 to 9 bbls.	54	57

Turpentine is quoted in single barrel lots at 68c per Imp. gallon; 2 to 4 barrels, 67c per Imp. gallon; 5-gallon lots, 75c per Imp. gallon.

Glass.—There is a fair demand for glass at the following net prices, which is figured from a basis of 26 per cent. off the present case price.

Up to 25	\$5.20	\$6.88
26 to 40	5.60	8.00
41 to 50	5.92	9.36
51 to 60	6.40	9.60
61 to 70	7.00	10.20
71 to 80	7.60	11.08
81 to 85	8.40	14.00
86 to 90 .....	..	15.08
91 to 95 .....	..	15.36
96 to 100 .....	..	18.20
101 to 105 .....	..	25.60
106 to 110 .....	..	28.80

Cut lights are quoted at 20 per cent. off the pane price list.

Building Paper.—Plain building paper is now quoted here at 30 cents per roll; tarred sheeting is quoted at 43c per roll.

Rope, Twine, Etc.—There is little demand for rope and twine. Quotations on rope are as follows:

Pure Manila	14c base.
British ..	11c base.
African hemp	11c base.

There is a very good demand for cut glass, silverware, pocket and table cutlery, razors, etc., and other lines suitable as Christmas gifts.

WINNIPEG.

THE heavy snow, which has fallen in Manitoba, has done its part to stimulate business still further. Weather conditions indeed have been ideal this fall and early winter, and it is apparent that a very fair business is being done. Individual orders continue somewhat smaller than in former years, but the volume is holding up well.

The big demand at the present time is for winter goods. Especially heavy has been the call for carriage heaters and sleigh heaters. Horse blankets also have been in demand. Sleighs, skates, hockey sticks, etc., also have been in demand. Hockey sticks, etc., have also moved very well and orders for these are still being received.

Some Ammunition Up.

Something was said last week about a possible rise in ammunition which

might come as the result of the increased price of powder, and the difficulty of securing supplies by reason of so many plants being busy manufacturing for the military. There has been no general advance yet, and it is not at all certain that such a rise will come, but the Dominion Ammunition Co.'s centre-fire pistol sizes have been raised, the discount now being 12½ per cent. off list, instead of the old 17½ per cent. Military sizes have been set on a somewhat higher level to the jobber, but as yet no change in the jobber's price to the retailer has been fixed.

Fresh Glass Supplies.

The difficulty in securing supplies of glass—which handlers experienced when, to prevent the possible spread of the foot and mouth disease among cattle, the Dominion Government forbade glass packed in straw or hay to come in from the States—has now been relieved. Western dealers should realize that they have all this fall been getting a very low quotation on glass. This has been possible because handlers here had favorable contracts with the manufacturers in the States. Dealers will be interested to know that the American manufacturers, in spite of the difficulty of shipment, have lived up to their contract. They have sent the glass to the local handlers packed in excelsior. This means that there now is a fair supply on hand, and not until spring anyway should a higher price be set. If war conditions prevail, however, it is likely the quotations will then be raised.

The low prices offered for furs this year is to some extent interfering with orders for traps. Some dealers, however, report that even with the present unfavorable market, trappers feel they may as well get after the furs as do nothing. After all, prices will return to a better level, and profits will accrue to those who get skins this year. Still it must be admitted that the sale of traps has been rendered more difficult.

Dealers' Help Needed.

An unfortunate state of affairs, which will have a bad effect on the business of Western dealers if it is not fixed, is again brought to the attention of Hardware and Metal. It seems that many Alberta farmers are selling off all their hogs, claiming that they cannot afford to feed these on dollar wheat. They seem to overlook the fact that putting the money in hogs is like putting it in a savings bank that yields very high interest. Dealers might well talk against this tendency to dispose of hogs. To get the farmers to keep these, and to rear more, would have a good deal to do with improving credits. It would mean a farmer's money did not all come in at one time, and that he would not feel compelled to run bills, settling only once a year.

Practical Problems for Sheet Metal Workers

Article No. 10 of Series

By Chas. Seivers

TINSHOP COURSE.

IN this article is shown the elevations and plans of a box, the idea being to illustrate the meaning of the terms as usual on plans, etc. An elevation is defined as a side or end view of an object or building drawn without regard to perspective—that is, each part of the object is drawn as though on the same level as point of view. Thus in the front elevation we have the height and length of box shown, on the ends are shown the handles projecting, on the end view are shown the width and height, also the front view of handle; the rear elevation is practically the same in this instance as the front, and the end elevation corresponds with other one, as shown.

Plan A is defined as a delineation of a building, machine or object on a plane or flat surface. If the plan of a floor in a building were shown, it would show the position of the doors, windows, partition, etc. In this case it shows the space between the partitions to be placed inside the box.

A section is defined as vertical plan

of any structure, natural or artificial, as it would appear upon an upright plane cutting through it. In the plan are shown a line A-A and a line B-B. In the drawing, section on line A-A is shown the appearance of the box if it were cut through from top to the bottom on this line. The height of the box is shown, also the height of the partition inside same. In the drawing the sections on line B-B is shown the appearance of the box cut through from top to bottom on line B-B, the total height of box and cross partition being shown. As it would not be possible to draw a large object full size on a plan or elevation, it is drawn to a scale—that is, one portion of a foot on the rule is quoted as being equal to a foot.

*In this instance the scale used being one and one-half inches, equal to one foot, the drawing shows a box three inches long or two foot full size, two inches wide or one foot four inches full size, two and three-eighths inches in height or one foot seven inches full size. It quite often occurs in laying out a plan that some particular part is

drawn out in full size in order to make the part clear or show method of construction desired. This is illustrated by the full size details shown. One part is full size of wire reinforcing around top of box; another is the reinforcing or finish at top of the partitions; the other shows finished seam at bottom corner of box. In drawing plan of an article, as shown here, it would hardly be necessary to write out a specification or a detailed statement of particulars. These can be noted on drawing, but in large work these are written out, and are used in conjunction with the plans.

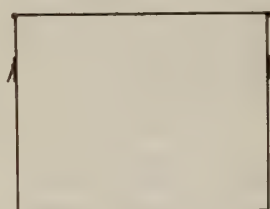
**The original drawing of this plate was to scale as described. We would suggest that the student develop the drawing as described, and not as shown in plate.*

Changes Name.

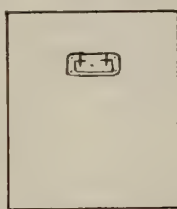
The Canada Gazette gives notice to the effect that the corporate name "Du Pont Safety Powder Co. of Canada, Ltd.," has been changed to "Palmer-Perechlorate Powder Co. of Canada, Limited."

ELEVATIONS AND PLAN OF A BOX

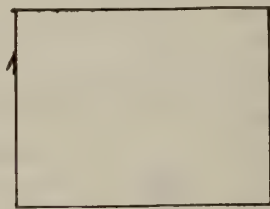
PLATE 11



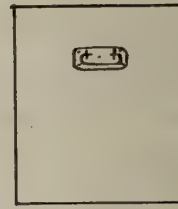
FRONT ELEVATION



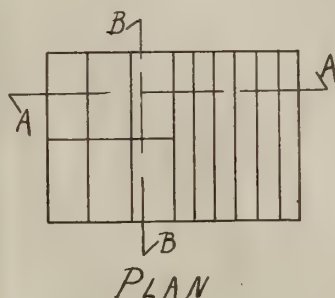
END ELEVATION



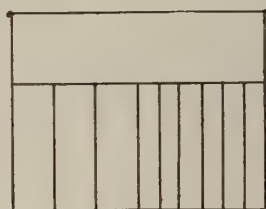
REAR ELEVATION



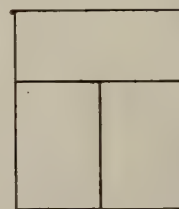
END ELEVATION



PLAN



SECTION ON LINE A-A



SECTION ON LINE B-B

FULL SIZE DETAILS

OF
WIRE AT TOP OF BOX

WIRE AT TOP OF PARTITIONS

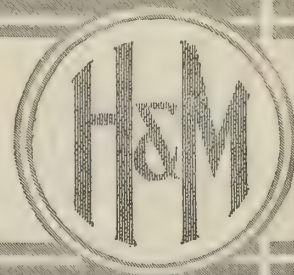


SEAM AT CORNER OF BOX



New Hardware Goods

Offered Canadian Hardwaremen



AUTOMATIC NAILERS AND TACKERS.

Pearson Mfg. Co., Robbinsdale, Minn., are offering to the Canadian trade their line of automatic nailers and tackers. Several styles of nailers and tackers are made by the firm. Their latest product

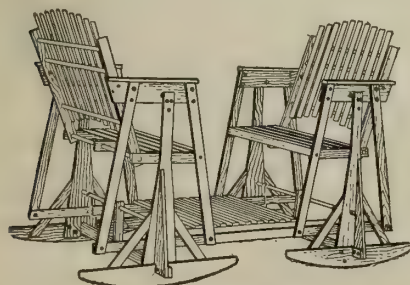


Pearson Automatic Tacking Machine.

is the tacking machine here illustrated. The tacker is for 8-ounce wire tacks; 6 or 4-ounce may also be used. As shown in the cut, the tacks are driven not only in tags or other soft material, but also through quite heavy sheet iron. The sheet iron shown in the cut is No. 28 by the gauge. The tacks are driven down with one blow of the hammer and as fast as the hammer may be used. A catalogue showing the complete line will be mailed on request.

GLIDING SETTEE.

North Vernon Lumber Co., North Vernon, Ind., are introducing a new four-



No. 99 Gliding Settee.

passenger gliding settee, similar to the one here illustrated. The new No. 99

swing is a combination swing and rocker so constructed that it has a level even gliding motion, and the pressure of the foot is sufficient to operate the swing.

The backs of the swing are adjustable. If the swing is to be used on a porch or equally smooth surface no rocker base boards are required, but for a lawn the makers recommend the purchase of the platform base as well. Following are the specifications:—

Stock—Hardwood.

Height of derrick—3 feet 2 inches.

Height of chair—29 inches.

Width of chair—34 inches.

Floor space—3 feet 11 inches by 6 feet 6 inches.

Length of rocker—34 inches.

Depth of chair—14 inches.

Glide—33 inches.

Weight—100 pounds.

Finish—Supporting frame, red enamel; seats natural varnish.

The firm also announces that a new automatic porch swing is now ready for the market. This is a new pattern of improved construction, and is equipped



No. 50 Hipco Lantern.

with a foot rest. A catalogue featuring the new lines will be mailed on request.

PORTABLE ELECTRIC LANTERNS.

The Hipwell Mfg. Co., of Pittsburgh, Pa., manufacturers of flashlights and incandescent goods, have recently placed on the market two new types of portable electric hand lanterns. This firm claims that up to date there has really never been any good substitute for the oil lantern, as the various types of electric lantern which were constructed were

more with a view to serving as a novelty than a really useful proposition. Hipco lanterns use the ordinary No. 6 dry cell, which is said to be obtainable at prac-



Hipco Electric Lantern made for one or two cell batteries.

tically every hardware store, and are substantially constructed of very heavy seamless drawn tubing or stout quartered oak.

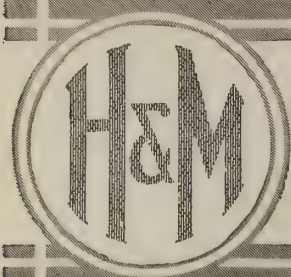
No. 50 Hipco lantern, which uses the seamless drawn brass tubing case, comes in a choice of three finishes—brass, nickel and black and all nickel, and lists at from \$2.25 to \$2.50 complete with batteries, according to the finish; while the oak lantern, No. 40 and 45, list at from \$2.25 to \$2.50, depending on whether one or two cells are used.

Hipco lanterns are equipped with the new type of G. E. Mazda tungsten bulb exclusively, and the makers claim a remarkable service is obtainable, varying from 40 to 90 hours, depending on whether one or two cells are employed.

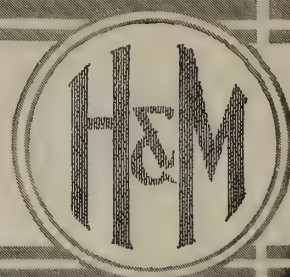
The makers of the lanterns state that the Hipco electric lantern will stand hard, constant service. They also point out that there is absolutely no danger from fire when electric lantern is used.



Edmonton, Alta. — The Northern Hardware Co. suffered severe damage by a fire which originated in a theatre nearby.



Current News



New Firms.

Messrs. Botton & Reed, of Loughheed, Alta., implement dealers, are now branching out into the hardware business having purchased their opening stock.

Increased Capital Stock.

Notice has been given to the effect that the capital stock of the Canadian National Carbon Co., Ltd., has been increased from \$70,000 to the sum of \$500,000.

Ontario Incorporations.

Goldsmith Products Co., Ltd., capitalized at \$100,000, head office Toronto, to manufacture and deal in glycerine, shellac, varnish, soap, candles, perfumes, etc.

Death of Donald Roy.

Sault Ste. Marie, Ont.—The death occurred here after a two-weeks' illness of pneumonia and typhoid, of Donald Roy, who for many years has represented H. S. Howland, Sons & Co., Toronto, covering the territory between Sudbury and Port Arthur and Sudbury and the Soo. During the many years Mr. Roy had been associated with the trade, he made many staunch friends who will greatly regret his demise.

Dominion Incorporations.

Walkerville Roofing Mfg. Co., Walkerville, Ont., capitalized at \$60,000, to manufacture and sell roofing, roofing materials, etc.

The Paste Company of Canada, Ltd., capitalized at \$100,000, head office Toronto, to import and manufacture pastes, gums, mucilages, etc.

Compagnie Contant, Monette & Pion, Limitee, capitalized at \$40,000, head office Montreal, to deal in hardware and building materials, and to carry on the business of wholesale and retail dealers in chemicals, etc.

London Notes.

London, Ont.—J. A. Connor, who has been manager of London branch of Canadian Consolidated Rubber Company for the past four years, has been promoted to position of district manager at Toronto. This appointment carries with it the supervision of branches at Toronto, Belleville, North Bay, Hamilton, Brant-

ford and London. W. J. Connor has been appointed manager of London branch, to be assisted by J. H. Robertson.

Frank Judd, representative of the McClary Mfg. Co., Saskatoon, formerly city representative in this city, is home to spend Christmas and New Year's.

Western Notes.

Prescott C. Robertson, of Montreal, Canadian representative of Bridgeport Hardware and Mfg. Co., of Bridgeport, Conn., was in Winnipeg this week on business connected with the company. Mr. Robertson has been on a trip through the Western provinces.

The Saskatoon Hardware Co., of Saskatoon, Sask., are now getting things straightened away after the fire which did large damage to their heavy goods track warehouse about three weeks ago. It is estimated that the loss was about \$30,000, which was fairly well covered by insurance.

Many in the hardware business will be interested in the news which comes from the West regarding G. N. Coyle. Mr. Coyle a number of years ago learned the hardware business with Messrs. Frothingham & Workman of Montreal, and later went into business with his brother in Acme, Alta. The firm met with considerable success and with the profits Mr. Coyle bought an interest in the Newcastle collieries of Drumheller, Alta. Now Mr. Coyle is principal owner of these collieries, which are said to be very profitable; in fact, his interest has been valued at quarter of a million.

St. John, N.B., News Items.

St. John, N.B., Dec 5, 1914.—An interesting change has taken place in the hardware trade in St. John, in that the retail firm of McLean, Holt & Co., conducted for several years in Union Street, under the proprietorship of Lieut.-Col. J. L. McAvity, has been acquired by D. J. Barrett, for the last seven years in the employ of the company. Mr. Barrett also becomes sales manager for the output of the McLean, Holt foundry for Eastern Canada, and as he has been the traveling representative of this concern for general territory between Toronto and Sydney, he should be most successful.

Mr. Barrett is a young man not yet out of his twenties. He is a graduate of Curries' Business University, and began his business career as bookkeeper with McLean, Holt & Co. He continued at this for about three years, when he went on the road. Through the Maritime Provinces he has been known as "The Glenwood Man," for he met with especial success in his pushing the sale of Glenwood ranges. Now he becomes proprietor of the big retail store in Union Street, and announced the fact to the public to-day in two large half-page display ads. in the evening papers, making an additional bid for trade with the promise of a "big, fat turkey" to every purchaser of a Glenwood range between now and Christmas.

The changes are brought about through the fact that the proprietor of the McLean, Holt & Co., Lieut.-Col. McAvity, is going to war in command of a regiment of New Brunswickers. Mr. Barrett is a St. John boy, who has a bright future ahead of him in the commercial field of St. John in the hardware trade, in which his numerous friends will wish him all possible success.

* * *

Honor rolls are the latest innovation in the several hardware houses about St. John, the lists being those of employees leaving with the local units for foreign service, and for whom positions are being held open until their return from duty. In some instances extra inducements are being given in addition to the promise of the holding of a place for the men, in that they are being given full or half pay during their absence. Nine of the employees of W. H. Thorne & Co. have volunteered for foreign service: Lieut. Allen Leavitt, Walford Scott, William Gill, Chester Daley, George Wilson, Walter Somerville, Harold Young, George Glass, and Arthur Dixon.

Four members of the staff of Emerson & Fisher, hardware dealers in Germain Street, have gone on duty for foreign service: Wm. Atcheson, Robert Gabriel, Joseph Beckwith and James Morgan. Each was the recipient of a handsome military wrist watch from his fellow-employees and the firm before their departure. The roll with T. McAvity & Sons is numerous, but owing to its not

being yet complete, it is not deemed advisable to publish it at the present, though several names of prominent members of the different staffs are contained upon it

Frank H. Elliott, of the firm of James Elliott & Co., North Wharf, iron workers, etc., has been appointed to a post as company commander with the 26th Infantry Battalion, for foreign service. Before going to the front, however, he took part in a marriage ceremony, in which Miss Mary Burnham, formerly of St. John, but late of Boston, became his wife. He expects to leave for Europe early in the year with his regiment.



THE VALUE OF THE WHOLESALE OF HARDWARE AS A DISTRIBUTOR.

(Continued from page 37.)

prevail when shell season came around if those shells should all be stored in large stocks at the factories instead of annually distributed by the jobbers according to the country's needs? And the principle that applies here applies to everything the retailer buys through the jobber. When the unexpected rush for cheery seeders set in, the country was supplied quickly because the jobbers had them all over the country. The same with apple parers. Also copper kettles, brass kettles, etc. Primarily, these goods came from a very restricted source. But because of the jobber, the retailer can get them almost anywhere at the time they are needed.

Speaking broadly, distribution of the world's goods is an immense problem which properly belongs to the jobbers. They can always maintain themselves amply out of the savings they effect and greatly benefit others as well. The jobber has a right to feel proud of his position and any person in his employ may truly feel that he is engaged in some of the world's real work.



PATENTS AND THE WAR.

The number of applications by Canadians for the suspension or revocation of patents held by Germans and Austrians has been very small, as also it has been in the Old Country, where an enormous number of German patents are held. However, owners of such will not be allowed to derive royalties, which will, like dividends on stocks, be held back until after the close of hostilities.



There is nothing like hard work to make optimism come true.

* * *

Execution of a work is better than a bundle of excuses.

Christmas Window Contest

FOR many years past it has been customary for Hardware and Metal to conduct a Christmas window display contest each year. This contest has become an event of wide interest for all Canadian retail hardwaremen interested in window trimming. The competition has been keen and each year has seen a wider and more representative response, culminating in the big success scored last year. During the last few weeks of December, dozens of photos were received at Hardware and Metal's office. The standard of the displays entered was so extremely high that the comment of one of the judges to the effect that "hardware window trimming has been put on a new plane," was fully justified. The announcement of the awards was eagerly awaited.

In accordance with past custom, two contests will be conducted this year—one for stores in places under 5,000 population; the other for places of 5,000 and over. No restrictions will be set on the style of display or the goods used in the arrangement, except that each window must be arranged with an eye to the Christmas trade. The prizes will be as follows:—

PLACES OF 5,000 AND OVER.

First Prize	\$10.00
Second Prize	5.00
Third Prize	3.00
Fourth Prize	2.00

PLACES UNDER 5,000.

First Prize	\$10.00
Second Prize	5.00
Third Prize	3.00
Fourth Prize	2.00

Contestants will note that two fourth prizes are offered this year, and also that the prize money offered in each case is larger than in previous years. The prize winners in last year's contest were: Places of 5,000 and over: First prize—Fred. J. Mills, with Mills Hardware Co., Hamilton, Ont.; Second Prize—Chas. Byford, with Bond Hardware Co., Guelph, Ont.; Third Prize—C. H. Smith, with J. H. Ashdown Hardware Co., Calgary, Alta. Places under 5,000: First Prize—W. S. Petrie, with D. Leckie, Kelowna, B.C.; Second Prize—D. E. Tait, with T. S. Tait & Sons, Campbellford, Ont.; Third Prize—John F. Bingham, with G. A. Binns Hardware, Newmarket, Ont. The following received honorable mention: Jules Gordeau, with J. H. Ashdown Hardware Co., Winnipeg; W. S. Bate, with McLaren Hardware Co., Calgary; L. A. Phaneuf, with South Hill Hardware Co., Moose Jaw, Man.; R. H. Thornhill, with the P. Hymmen Co., Berlin, Ont.; Chas. H. McGibbon, with Peterboro Hardware Co., Peterboro, Ont.; A. L. Shiells, Kincardine, Ont.; H. H. Otton & Sons, Barrie, Ont.; Thos. Houghton, Parkhill, Ont.; J. Sutherland, with the Whittlen Co., Bracebridge, Ont.; Jas. Craig, with Van Tuyl & Farsbank, Petrolia, Ont.; Ted Robert, with B. Carriere & Fils, Hull, P.Q.

Since last year's contest a large number of new window trimmers have developed in the Canadian retail hardware trade and there promises to be keen competition in this year's contest.

The contest closes on Saturday, December 28. No photos received after that date will be entered unless there is proof that they had been delayed in transit.

All matter should be addressed to "The Editor, Hardware and Metal, 143-153 University Avenue, Toronto," and marked "For Christmas window contest."

ARE YOU GOING TO ENTER?



Paint Department



The Linseed Oil and Cake Situation

A Review of the Oil Situation by an Outsider—
The Demand Not Heavy at Present.

By Jas. Goodwin.

A TALK with linseed oil men revealed the fact that business generally is good. Despite the war, one house was able to state that they had now more orders on their books for future delivery than at any time since they had been in the business. The only difficulty is just this: While these orders have been definitely placed, a number of the people who have ordered are finding that they have to ask the linseed oil houses with whom they have placed their orders to defer delivery. For instance, a big paint manufacturing company may have placed an order for delivery, one car in October, one in November, and one in December. But they have found business has been so affected with them by the war that they don't need the linseed oil on the days it is

supposed to be delivered, and they, therefore, ask that delivery shall be deferred. Several orders that call for carload lots in October have not been filled yet, but delivery put off till some future date.

Shortage in Flax Seed.

The unusual situation arises this year that, though flax seed was so short in its crop, and, therefore, the price of oil should have advanced materially, yet linseed oil is cheaper or as cheap as years when the crop of flax was most abundant. Two years the flax crop was a good one, and yet oil was no cheaper then than it is to-day. Price at present is around 50c a gallon in car lots. Present conditions point to the one conclusion, that oil is so cheap, simply be-

cause there is not the big demand this year. A few months ago it was worth 62c. With the first influence of flax crop it went as low as 43c and 44c a gallon in car lots, eventually firming to its present price. It was, perhaps, natural that the flax crop, whether large or small, should act as a bear influence on the price, but the rebound—if the demand were an ordinary one—should have been much greater. The crop of flax this year was—in the opinion of one oil man—about one-third of last year's.

The Effect of War.

It is felt that war had the effect of scaring many buyers. Logically there is nothing else to keep oil from going higher, but the simple obstacle of "No buyers." Undoubtedly some of the paint manufactories have been behind in manufacturing, and the deferred delivery of oil to them has had a bad influence on the buying tendencies of other clients. There are no outside factors in the keeping down of prices. In January and February the Argentine crop will

(Continued on page 50.)



A novel window display of dry paint colors arranged by W. A. Dopson for Dunlop & Co., Pembroke, Ont. The Union Jack, French and Belgian flags are shown.

MARTIN-SENOUR PAINTS AND VARNISHES

MADE IN CANADA

AS OTHERS SEE US

Being the seventh of a series of letters from Dealer Agents testifying to the gratifying service and satisfaction they derive from the sale of Martin-Senour Paints and Varnishes.

COPY OF LETTER.

Messrs. Martin-Senour Co., Limited, Montreal, Que.

Bracebridge, Ont., Nov. 23, 1914.

Gentlemen,—A page in this month's Paint Salad reminded me of a request we received some time ago for a testimony of our success with the Martin-Senour Products; and I must apologize to Mr. Gerke for my negligence in not replying to his letter. Let me assure you it was truly from neglect and not from any disinclination on our part to state our appreciation of both the Martin-Senour Co., and the Martin-Senour Products.

When we first took the Martin-Senour Agency, some eight years ago, the fire which destroyed our place of business cut short our initial success with Martin-Senour paint; but when we "got going" again, our Paint Department (flying the Martin-Senour colors) has made greater strides, year by year, than any other department of our business. Not only have we sold more paint each year, but we have had increasing paint satisfaction—we have felt that we were giving our customers full value for their money in paint of the highest quality obtainable, and we believe that the Martin-Senour Agency has brought us many new customers.

Although the high Quality of the paint in the can is the main thing, still we feel that the up-to-date advertising methods and the whole-hearted co-operation of The Martin-Senour Co. have had their part in the success which we have had with the Martin-Senour Agency.

Also just a word of appreciation of the personal interest in us and ours which has at all times been shown by Mr. Gerke, Mr. Conover, Mr. Cookson, Mr. Black, and doubtless others with whom the writer is not personally acquainted.

Looking forward to a bigger and better Martin-Senour paint season in 1915, and wishing the Martin-Senour Co. continued success, we remain,

Yours very truly,

(Signed) THE WHITTEN CO., LIMITED.

E. A. Whitten, Mgr.



The **MARTIN-SENOUR** Co.

LIMITED

PRODUCERS OF PAINTS AND VARNISHES

CHICAGO

MONTREAL

WINNIPEG

HALIFAX

• LINCOLN •

TORONTO



WINDOW

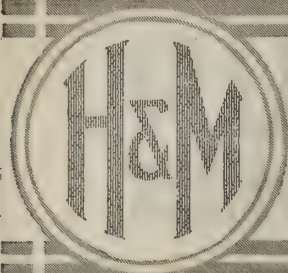
GLASS

--- a friendly tip ---

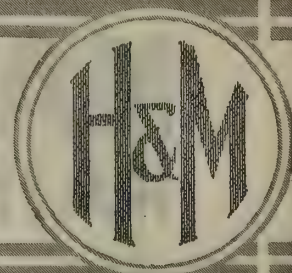
Belgium and England can no longer help supply us—and we wouldn't sell Austrian glass if it were given us. The shortage means prices will advance steadily. Our stock of all grades is practically complete—but we advise immediate sorting.

A. Ramsay & Son Co.
Montreal

Established 1842



Weekly Paint Markets



MONTREAL.

MONTREAL, Dec. 9, 1914.—The feature of the markets of the week is the change in glass, which was decided at the week-end and went into immediate effect. It will be noted that the base has been jumped from \$4.25 to \$6.50 for Star, and for Double Diamond the change is \$6.25 to \$8.60. Roughly speaking, this is a big advance, and means big things to the trade. It will also be noted that city and country prices have been brought to same basis, and there is only one discount for both, all prices being flat f.o.b. Montreal. The discount is 25 per cent. off to the retail trade for any quantity up to 100 cases, and 30 per cent. above that amount and up to carloads, with carloads at open prices when imported. Reports in the trade are that, despite the big advance, prices are very firm, and that further advances are the logical future to the situation. The Belgian supply has been entirely cut off, and the British supply is not likely to be more than sufficient to fill the home demands; in fact, there are reports that already there are shipments of American glass being sent to England to meet the demand there.

Trade conditions are generally quiet, the usual state of affairs between the close of navigation and the holidays being emphasized by the lack of demand in the manufacturing centres and Western Canada. Reports from travelers booking orders are not better than fair on the whole. However, it is felt that there is not much cause for complaint in view of the general conditions.

Linseed Oil.—On the close of navigation the linseed oil market has an appearance of firmness, and although there has been no material change in prices—except that five-gallon lots are higher—the tendency of the market is upward. Refiners report that the Argentine crop is likely to prove a big factor, and that the influence appears to be bullish, but at the same time there are reports from the other side of the line that oil is likely to recede four or five cents between now and the turn of the year. There is still considerable range in prices. Booking orders are slow, and some firms quote only single barrels,

claiming that there is little tendency to buy except for present needs.

	Raw.	Boiled.
5-gallon lots . . .	60-62	62½-65
1 to 2 barrels . . .	55-57	57½-60
Ten-barrel orders about 2c under.		
5-gal cans, 50c each; 10-gal. cans, 75c each.		

Gasoline and Benzine.—Cold weather is having the usual effect on the consumption of gasoline, although as yet there has been little sleighing. Close of navigation has also had its effect here, as stocks are generally filled up before that time. On the other hand, the winter demand for coal oil is on, and there is a good showing in the tank wagon business.

Turpentine.—Demand is not heavy, and the whole situation is easier, showing a slight shaving in prices. There are few orders being placed for more than single barrels, all branches of the trade working on the hand-to-mouth basis.

½-barrel lots	66c gal.
1-barrel lots	63c „
2 to 4-barrel lots	52c „
5 to 10-barrel lots	51c „

White Lead, Etc.—White lead continues steady at former prices, \$8.45 for ton lots and 20c above this for less than tons. Market for colors and chemicals is very unsettled and too variable to be described in detail; but this is largely a matter for concern for the manufacturer rather than for the retailer. Shellac has changed little. Cheap stocks have been very cheap, but for the most part supplies of the quality usually going to the trade have not altered materially.

TORONTO.

TORONTO, Dec. 10.—There is a seasonable quietness in the paint trade and conditions may be said to be normal. The city trade is quiet, but orders from the country for spring delivery are coming along well, the outlook in this respect being quite satisfactory. There have been no price changes except in coal oil, which is down ½c. Lead and mixed paints are firm. Glass and putty are quiet, the demand having fallen off somewhat. There has been no change in linseed oil and turpentine this week, and business is quiet.

Linseed Oil.—The market is firm at

last week's quotations with little demand. Quotations are as follows:

	Raw.	Boiled.
Single bbls.	56	59
3 to 5 bbls.	55	58
6 to 9 bbls.	54	57

Turpentine.—The market is dull and trading quiet. The following prices are being quoted in Toronto: Single bbls., 68c; 2 to 4 bbls., 67c; per Imperial gallon. Reports from the South indicate that the demand in the primary market is very quiet, although some factors are holding for higher prices.

Glass and Putty.—The glass situation is about the same, and no change in price has taken place since the advance two weeks ago. Shipments are moving in more freely; the demand, however, has fallen off slightly and the market is quieter. Stocks are light but sufficient to take care of the demand.

Coal Oil.—There has been a reduction of ½c in the price of coal oil this week and the new quotations are as follows: Prime white, 13½c; Royalite, 14c, and Palacine, 16½c per gallon. Gasoline and benzine are moving fairly well and prices are steady at 18½c and 18c per gal., respectively. In all contracts for oil, gasoline or benzine, provision is being made for higher prices in the event of a war tax being levied by the Government.



THE LINSEED OIL SITUATION.

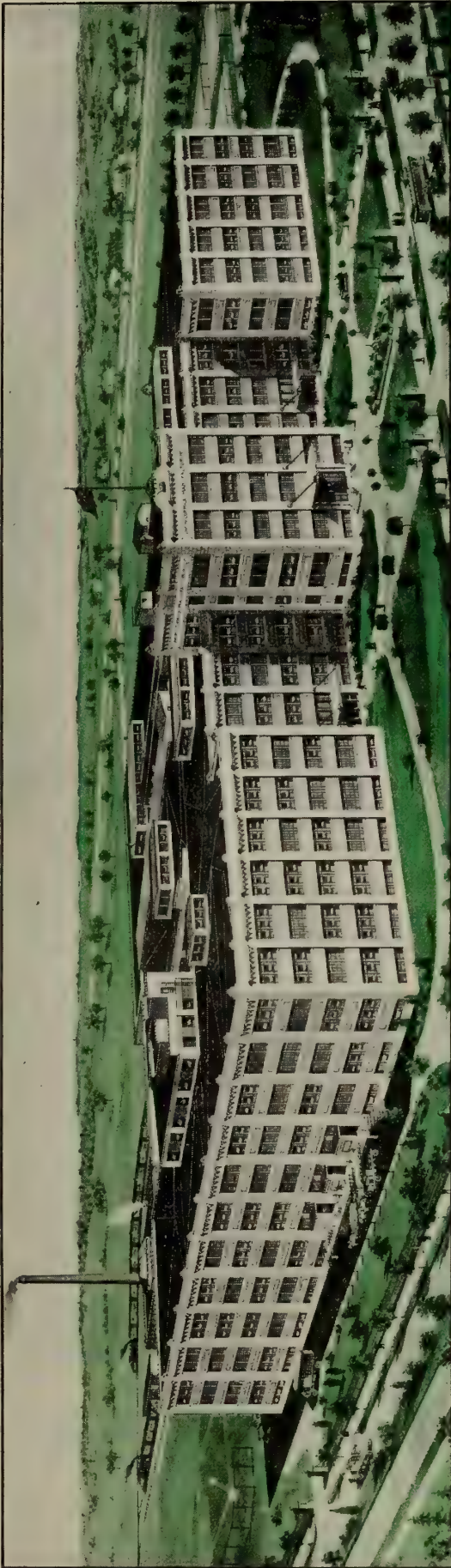
(Continued from page 48.)

possibly bring a change, though no oil men feel inclined to prognosticate just now.

Brisk Demand for Oil Cake.

So far as oil cake is concerned, there is quite a brisk demand. In fact, one house describe it as the best in their history. Orders are so numerous and come in so fast that unless they were well stocked manufacturers could not fill them. Prices are, consequently, higher. A rise of \$4 within six or seven weeks puts the present level at \$35 a car lot.

Very largely prices are governed by export values. Many English mills are closed, and so Canada gets a chance to export. Therefore, with both domestic and export trade heavy, prices are advancing, and there seems to be no reason for any decline for the present.



"FRESCO-TONE" as a FINISH

The McCormick Manufacturing Company, Limited, Biscuit Manufacturers, London, Canada, whose building is shown above, have the largest and most sanitary factory of its kind in America.

It is pure white throughout, outside and inside.

The keynote of it all is sanitation and cleanliness. No expense was spared to secure the best materials and the best finish, and it is a tribute to "Fresco-Tone" that after careful consideration this modern sanitary wall finish was selected as the most appropriate covering for the entire offices—the heart and brain of the establishment.

The walls of the offices of such a building must give a two-fold impression,—that of artistic beauty, and the more utilitarian one of cleanliness and sanitation. "Fresco-Tone" is a flat, oil wall finish which produces a soft, velvety, flat effect. It is as easy to clean as tiling.

Where **CLEANLINESS** is an asset, there **"FRESCO-TONE"** is Indispensable

Modern taste has set its seal of approval on flat finish for interior decoration, and "Fresco-Tone" fills this modern and growing demand admirably.

"Fresco-Tone" color folders are ready for delivery. Simply send us your name on a postal card to-day.

BRANDRAM-HENDERSON LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 99% pure, lb. 22c
Pattern, lb. 23c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 50; 22 short smokeless, 55 and 5; 22 long rifle, black and smokeless, 40 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Center Fire Pistol Cartridges, 20 and 2½; Center Fire Sporting and Military Cartridges, 10%; Primers, 10 and 2½; Brass Shot Shells 45 and 12½; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, and Nitro Club Remington, and "Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 per cent.; "Regal" Dense Smokeless Powder, 30 and 10 p.c. "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot standard, 100 lbs., \$15, 45 p.c.; cash discount, 2 p.c. 30 days; net extras, as follows: subject to cash discount only; Chilled, 40c; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London St. John and Halifax freight equalized.

ANTIMONY.

Cookson's or Hallett's 17 50 18 00

ANVILS.

Buckworth per lb. 0 10½

AUGERS.

Ford's auger bits 30 and 10 p.c. Irwin's auger, 45 p.c. Gilmour's auger 70 p.c. Rockford's auger 50 and 10 p.c. Gilmour's car 47½ p.c. Clark's expansive 40 p.c.

AXES.

Daisy doz. 6 25
Cherokee, doz. 8 30
Hand made, doz. 8 00
Model, doz. 8 25
Black Diamond, doz. 9 00
Samson single bit, doz. 9 00
Samson single bit, handled, doz. 12 50
Samson double bit, doz. 12 50
Samson flooring axes No. 2 doz. 9 00
Single bit, doz. 6 75
Double bit, doz. 10 50
Hunters' Axes 5 00
"Beys" Axes 5 75
Bench Axes, Samson. No. 3, doz., net 9 00
No. 3, doz., net 9 30
No. 4, doz., net 10 25
No. 5, doz., net 11 50
No. 6, doz., net 12 00

B

BABBITT.

Canada Metal Co., Ltd.—Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6 to 60c lb.

Thomas Robertson & Co., Ltd. —No. 1, 27c; No. 2, 18c; No. 3, 14c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, 2 and 3.

Alonzo W. Spooner, Ltd. —Spooners' Copperline, Tough, Hard, Finest, No. 1 and 2, Nicoluminam grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 50 and 10 per cent. Standard, 60 per cent. Lace leather, per side, \$1; cut laces, No. 1, \$1.25.

BENZINE.

Montreal Toronto
Single bbls., gal. 0 20 0 18
3 bbls. 0 17½

BOLTS AND NUTS.

Carriage Bolts (\$1), list, ¾ in. dia. and smaller, 65 and 10 p.c. Carriage Bolts (\$1) list, 7-16 in., 52½ and 12½ p.c.
Machine Bolts, ¾ in. dia. and smaller, 70 and 5 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 and 5 p.c.
Sleigh Shoe Bolts, ¾ in. dia. and smaller 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 and 5 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 and 5 p.c.
Plow Bolts, 55, 10 and 5 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts (\$3) list, 50 and 10 p.c.
Step Bolts, large head (\$3) list, 50 and 5 per cent.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4½c off list.
Nuts, Hexagon, 4½c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80 and 7½ p.c.
Tire Bolts, 75 p.c.

BRASS.

Per lb.
Springs, sheets, up to 20 gauge 0 25
Rods, base ½ to 1 in. round 0 22
Tubing, seamless base 0 24
Tubing, iron pipe size, 1 in. base 0 24
Copper tubing, 4c extra.

BUTTS.

Plated, bower barff and nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 and 5 per cent.
Crescent brands, 70 p.c.

BARS (Clothes).

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range).

30-gallon, Standard, \$4.50; extra heavy, \$7.

BOARDS, BAKE.

Per doz.
No. 0, ¾ inch rim, 16x22... 4 25
No. 1, ¾ inch rim, 18x24... 4 75
No. 2, ¾ inch rim, 18x28... 5 25
No. 3, ¾ inch rim, 20x30... 5 30
No. 0, ¾ inch rim, 16x22... 4 60
No. 1, ¾ inch rim, 18x24... 5 30
No. 2, ¾ inch rim, 18x28... 5 60
No. 3, ¾ inch rim, 20x30... 6 30

BOARDS (Ironing).

Size 12x60 ins., doz. 7 20
Size 14x60 ins., doz. 8 40
Folding, 14x60 ins., doz. 16 50

BOARDS (Sleeve).

Basswood, stationary, doz. 1 50
Folding, per doz. 3 50
Folding, without sleeve .. 19 00

BOARDS (Wash).

Per doz.
Pony 1 20
Crown 2 05
Dandy 2 25
Improved Globe 2 35
Standard Globe 2 45
Neptune 2 45
Original Globe 2 45
Newmarket King 2 75
Jubilee 2 75
Victor (Glass) 3 50
Diamond King (Glass).... 3 75
Western King (Enamel)... 3 50
Beaver (Brass) 3 50

BRUSHES.

Weighted, 15 lb., per doz. 14 70
Weighted, 20 lb., per doz. 19 90

C

CANS.

Milk cans and pails, 35%. Creamery cans, 35 and 12½%. Railway cans, 40 and 12½%.
Hand, delivery and creamery cans, 35 p.c.
Cream cans, 35 and 12½%; with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Milk can trimmings, 20%.

Common, cork-lined, 35 per cent. Cans, jacketed.

1 gal. jacketed, per doz... 2 70
2 gal. jacketed, per doz... 3 60
3 gal. jacketed, per doz... 4 20
5 gal. jacketed, per doz... 4 80
10 gal. jacketed, per doz... 8 40

CEMENT AND FIREBRICK.

Less than carload lots ... 1 85
Portland, per bbl., carload lots, f.o.b. Toronto 1 55
White Bros. English. 2 00 2 05
"Lafarge" cement, in wood 3 40
Fire brick, Scotch, per 1,000 23 00 28 00
Fire Brick, English. 17 00 21 00
Fire Brick, Am., low. 23 00 25 00
Fire brick, Am., high. 27 50 31 00
Fire clay (Scotch), net ton 6 50
Fire clay, Am., net ton 5 00 10 00

CEMENT (FURNACE).

1½ lb. tins, per doz. 1 00
6 lb. tins, per doz., lb. ... 0 05
25 lb. tins, per doz., lb. ... 0 04

CEMENT, ROOFING.

Per gal.
Roofing cement (in bbls)... 0 17
Cement (in 5 and 10 gals)... 0 19
Cement (in 2 gals.) 0 25
Cement (in 1 gal.) 0 30

CHALK.

Carpenters, colored, per gross 0 65 0 80
Carpenters lead pencils, per gross 2 40 6 75
Crayons, per gross.. 0 20

CHISELS.

Cold chisels, 5x6 in., doz... 2 20
Bevel edge, 1 inch, doz.... 2 50

CHAIN.

Proof coll. per 100 lbs., ¼, \$7.25; 5-16, \$5.10; ¾, \$4.35; 7-16, \$4.05; ½, \$3.80; 9-16, \$3.80; 5, \$3.65; ¾, \$3.60; ½, \$3.40; 1, \$3.20.

Electric Weld Coll Chain—BB, 3-16 in., \$9 per 100 lbs.; ¼ in., \$6.25 per 100 lbs.; 5-16 in., \$4.65 per 100 lbs.; ¾ in., \$4 per 100 lbs.; 7-16 in., \$4 per 100 lbs.; ½ in., \$4 per 100 lbs.

Electric Weld Loading Chain, ½ in., \$11.50 per 100 lbs.

CHURNS.

No. 0, \$9, No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, London and St. Mary's, 40 and 10 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 p.c.

CLEANERS (VACUUM).

Eureka Electric, each \$35 00
Cadillac Vac. Sweeper 5 50
Cadillac Combin'n Cleaner. 6 50
Cadillac Electric, Model C. 18 00
Cadillac Electric, Model D. 20 00

COMPOUND.

Soclean Sweeping. Per case.
4½ lb. size, 2 doz. in case.. 4 50
8 lb. size, 2 doz. in case ... 7 20
17 lb. size, 1 doz. in case... 6 75

COPPER.

Montreal Toronto
Casting ingot \$14 50 \$14 50
Bars, ½ to 2 in. ... 23 00 27 50
Plain sheets, 14 oz., 14x28 in., 14x60 in. 21 00 29 50
Copper sheet, tinned, 14x60, 14 oz. 23 50 30 50
Copper sheet, planished, 14x60, base. 29 00 37 50
Braziers' in sheets, 6 x 4 base 24 00 29 50

CORD (SASH).

No. 5, Special 0 50
No. 6, lb. 0 25½
No. 7, lb. 0 24½
No. 8, No. 9, No. 10, No. 12 0 24

CRATES.

Humpty-Dumpty, egg, doz.. 3 75
Ideal egg boxes, with filler, 12 doz. size, per doz. 3 50

CANADA PLATES.

Ordinary, 52 sheets .. 2 75 3 00
All bright, 52 sheets. 3 85 4 00

Galvanized.

Apollo D. Crown Gorbals
18x24x52 .. 4 45 4 45 4 60
60 .. 4 70 4 70 4 85
20x28x30 .. 8 90 8 90 9 20
20x28x80 .. 9 40 9 40 9 70

M.L.S. and Famous—

Per box
I C, 14x20 base \$7 00
I X, 14x20 base 6 00
I X X, 14x20 base 7 00
I X X X, 14x20 base ... 9 50

CHARCOAL TIN PLATES.

Raven and Murex Grades—
I C, 14x20 base 5 00
I X, 14x20 base 6 00
I X X, 14x20 base 7 00
I X X X, 14x20 base ... 9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base 4 65
I X, 14x20 base 5 85
I X X, 14x20 base 6 65

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets 7 40
I X, Terne Tin 9 40

COKE BRIGHT.

Bessemer Steel—
I C, 14x20 base 4 50
20x28, double box 9 00

CLEVICES.

7½c per lb.

CLOCKS, ALARM.

Good Morning, ea. 0 80
Look Out 0 92
Big Ben 2 00
Baby Ben 2 00

CROWBARS.

4½c per lb.

DRILLS.

Bit Stock Drills, 60 and 5 p.c. Wood Drills, 35 p.c. Straight Shank Drills, 50 and 10 per cent.

How Many of Your Clerks are "At the Front"?

You needn't wonder whether their duty will be well done. If we, who stay at home to look after the country's business—if we do **our** duty as efficiently as they, there'll be plenty of work for them when they return. Buy "Made in Canada" Products and keep the wheels turning.

We will continue keeping our plant in operation—as we recognize the value of patriotic co-operation with everyone at this time.

R. C. JAMIESON & COMPANY, LIMITED

Established 1858

Montreal

Vancouver

Owning and operating P. D. Dods & Co., Limited

Makers of Jamieson's Pure Prepared Paints.

WE MANUFACTURE

BULLETS

SHEET LEAD
BLOCK LEAD
LEAD WASTE
TRAPS AND BENDS
BRASS FERRULES
SOLDERING NIPPLES
BAR SOLDER
WIPING SOLDER
BABBITT METALS



AND WE HAVE

Everything
for the
Plumber

THE CANADA METAL COMPANY, LIMITED

Toronto

Montreal

Winnipeg

WRITE FOR CATALOGUE "A." MAILED FREE.

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., \$14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.
 1 C, 14 x 20 base ... 7 00 7 00
 1 X, 14 x 20 base ... 8 25 8 25
 1 X X, 14 x 20 base ... 9 50 9 50

DUCK.

Yarmouth Double Standard
 29 in. Single.
 7 oz. ... 0 17½ 6 oz. ... 0 12½
 8 oz. ... 0 19½ 7 oz. ... 0 14
 10 oz. ... 0 24½ 8 oz. ... 0 15½
 12 oz. ... 0 29½ 9 oz. ... 0 17½
 10 oz. ... 0 19½
 12 oz. ... 0 23½
 15 oz. ... 0 32
 Emery wheels, 67½% discount.

F

FILES AND RASPS. Per cent.
 Diston's ... 75
 Great Western American ... 75
 Kearney and Foot, Arcade ... 75
 J. Barton Smith Eagle ... 75
 McClellan Globe ... 75
 Black Diamond ... 66 2-3
 Delta Files ... 65
 Nicholson ... 66½
 Jowett's (English list) ... 27½
 Spear & Jackson (Eng. list) ... 35
 Globe ... 75
 Hellers ... 70

FITTINGS (IRON PIPE).

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 per cent.

FIXTURES, STALL.

Doz.
 Hollow ... 0 81
 Solid ... 1 35

G**GALVANIZED WARE.**

Dufferin pattern pails, 50 p.c.
 English pattern, 50 per cent.
 Galvanized washtubs, 50 p.c.

GASOLINE Montreal Toronto
 Single bbls., per bbl. 18½ 18½
 Three bbls. and over ... 0 18

GRINDSTONES. Per 100 lbs.
 Over 40 lbs. and 2 in. thick 1 25
 Smaller sizes extra.

H**HALTERS (SNAP AND RING).**

Jute Rope, ¾-in., per gross 8 00
 Jute Rope, ½-in., per gross 10 50
 Jute Rope, ¾-in., per gross 13 50
 Leather, 1-in., per doz. ... 4 00
 Leather, ½-in., per doz. ... 5 20
 Web ... 2 45

HALTERS (SISAL).

¾-in., \$9.00; 7-16 in., \$10.20; ½-in., \$11.40; 9-16 in., \$13.20; ¾-in., \$15.00.

HAMMERS, SLEDGE.

Can., 5 lbs. and over ... 0 06
 Masous, 5lbs. and over ... 0 06
 Napping, up to 2 lbs. ... 0 09

HANDLES (WOOD).

Axe, No. 3 culls, doz. ... 0 60
 Axe, No. 1 hickory, doz. ... 2 04
 Axe, 2nd growth, doz. ... 3 00
 Second growth ash, fork and shovel handles, 35 per cent.
 Extra ash fork, hoe, rake and shovel handles, 35 per cent.
 No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
 Team whiffletrees and neck-yokes, 30 per cent.
 White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.
 All other ash goods, 40 p.c.
 Railroad and navy pick, 25% per cent.
 All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
 Hickory cant hook handles, 30 per cent.
 Doubletrees, 35 per cent.
 Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox, No. 021
 B.D. Trolley, doz. pr. ... \$7 50
 R.W. No 117 P.D. Hanger, full set ... 2 75
 R.W. No. 321, per doz. pr. 14 40
 Stearns wood track. Special.
 Zenith ... 9 00
 Atlas, steel covered. \$5 25 6 60
 Perfect, No. 1 ... 8 50
 Perfect, No. 1½ ... 9 50
 Perfect, No. 2 ... 10 00
 New Milo, flexible ... 6 00
 Double strap hangers, doz. sets ... 6 50
 Standard, jointed hangers, doz. sets ... 6 45
 Steel King hangers, doz. sets ... 6 40
 Storm King and safety hangers ... 5 75
 Storm King rail ... 4 25
 Crown ... 4 85
 Crescent ... 7 25
 Sovereign ... 6 50
 Chicago Friction Oscillating and Big Twin Hangers, 5 p.c.
 Steel track, 1 x 3-16 in. (100 ft.) ... \$3 25
 Steel track, 1¼ in. ... 4 75

HATCHETS. Samson Samson

Per doz. Shingle Claw
 No. 1 ... 13 13 15 10
 No. 2 ... 14 20 15 70

HIDES.

Trimmed hides, green 0 12 0 13
 Trimmed, green and partly cured ... 0 12 0 13½
 Usual 2 lbs. tare.
 Horsehide, with mane and tail, up to ... 3 75
 Sheep skins, up to ... 1 50
 Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP

HINGES.
 4 in., doz. prs. ... \$1 03 \$0 87
 5 in., doz. prs. ... 1 25 1 00
 6 in., doz. prs. ... 1 35 1 03
 8 in., doz. prs. ... 1 84 1 38
 10 in., doz. prs. ... 3 24 2 27
 12 in., doz. prs. ... 4 03 3 73
 14 in., doz. prs. ... 4 59 4 00
 Heavy tee and strap discount, 40-10 per cent.
 Light tee and strap discount, 70 per cent.

Screw hook and strap hinge—
 Under 12 in., per 100 lbs. ... 5 00
 Over 12 in., per 100 lbs. ... 4 25
 Extra hooks for above, ½ in., per lb. ... 5½
 Extra hooks for above, ¾ in., per lb. ... 5½
 Crate hinges and back flaps. 65 and 5 per cent.
 Chest hinges and hinge hasps. 75 per cent.

HINGES (SPRING).

Spring, per gross — No. 5, 10, \$10.50; No. 20, \$8.50; No. 50, \$24; No. 51, \$9.60; No. 120, \$17.40; offset No. 192, \$16.80.

Chicago hold back screen door iron, gross, \$12.
 Chicago spring hinges, 15 p.c.
 Triplex spring hinges, 40 p.c.
 Chicago surface door (6,000), 45 per cent.
 Garden City fire house hinges, 12½ per cent.
 "Chief" floor hinge, 50 p.c.

HOES. Grub. 3½-lb., \$4 doz.

HOOKS, GRASS. English Canadian Fox
 No. 2, per doz. ... 1 60 2 50
 No. 3, per doz. ... 1 70 2 90
 No. 4, per doz. ... 1 80 3 25

HOOKS, CORN.

Eureka, doz. ... 1 80
 Cyclone, doz. ... 2 40
 Hoes, corn, doz. ... 4 50

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow pattern, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, \$4.35; No. 1 and smaller, \$4.60; "X.L." steel shoes, feather weight pattern, all sizes. No. 0 to 4, \$5.75; special countersunk steel, all sizes, 0-4, \$6.25; toe weight steel shoes, all sizes, No. 1 to 4, \$6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25; "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition ... 70 10 p.c.
 Corrugated, 1½ in., ft. ... 0 11
 Corrugated, ¾ in., ft. ... 0 14½
 Cable, 70 per cent.
 Leader, 60 and 10 per cent.

I**IRON AND STEEL.**

Montreal Toronto
 Angles ... base 2 50 2 50
 Common bar, per 100 lbs. ... 2 05 2 00
 Forged iron, per 100 lbs. ... 2 30 2 35
 Refined iron, per 100 lbs. ... 2 40 2 40
 Horseshoe iron, per 100 lbs. ... 2 40 2 40
 Mild steel ... 2 25 2 00
 Sleigh shoe steel ... 2 25 2 25
 Domestic ... 2 30 2 00
 Reeled machinery steel ... 2 75 3 00
 Tire steel ... 2 35 2 20
 Sheet cast steel ... 0 15 0 15
 Toe calk steel ... 3 10 3 15
 Mining cast steel ... 0 07½ 0 07½
 High speed ... 0 65 0 65
 Cammell Laird ... 0 15
 Black Diamond tool steel ... 0 08½ 0 08½
 Silver tool steel ... 0 13½ 0 13½
 Cold Rolled Shafting.
 9-16 to 11-16 inch ... 0 06
 ¾ to 1 7-16 in. ... 0 05½
 1 7-16 to 3 inch ... 0 65
 Montreal 40%, Toronto 40%.

IRON, TINNED.

72x30 up to 24 gauge, case lots ... \$9 50
 Less than case, 25c per 100 lbs.
 72x30 up to 26 gauge, case lots ... 10 00 extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set ... 0 78
 Mrs. Potts, No. 50, nickel-plated, per set ... 0 85
 Mrs. Potts, handles, japan-ned, per gross ... 9 00
 Irons, common, plain ... 5 00
 Irons, common, plated ... 5 50
 Asbestos, No. 70, per set ... 1 50
 Asbestos, No. 90, per set ... 1 20
 Princess Electric, each ... 3 00
 Ideal Electric, each ... 2 85
 Gasoline Snd Iron, each ... 3 50
 Ideal Gasoline, each ... 3 25

LADDERS, ETC.

(Step Ladders).
 Shelf-lock ... 12c ft.
 Ontario ... 16c ft.
 Faultless ... 20c ft.
 Extra Heavy ... 28c ft.
 Hercules ... 23c ft.
 Decorator ... 18c and 20c ft.
 Perfect ... 22c ft.
 Chair Ladders, each ... \$2 00
 (Roped Extension).
 20 ft. ... \$3 00 42 ft. ... \$7 95
 22 ft. ... 3 30 44 ft. ... 8 36
 24 ft. ... 3 60 46 ft. ... 8 74
 26 ft. ... 3 90 48 ft. ... 9 12
 28 ft. ... 4 20 50 ft. ... 9 50
 30 ft. ... 4 50 52 ft. ... 11 44
 32 ft. ... 4 80 54 ft. ... 11 88
 34 ft. ... 5 78 56 ft. ... 12 32
 36 ft. ... 6 12 58 ft. ... 12 76
 38 ft. ... 6 46 60 ft. ... 13 20
 40 ft. ... 6 80

(Common Extension).

20 ft. each ... \$2 60
 22 " ... 2 86
 24 " ... 3 12
 26 " ... 3 38
 28 " ... 3 64
 30 " ... 3 90
 32 " ... 4 16
 34 " ... 4 42
 36 " ... 4 68
 38 " ... 4 94
 40 " ... 5 20
 42 " ... 5 46
 44 " ... 5 72

LANTERNS.

Per doz.

(Common Single.)
 Fruit picking ladders, long nose, same price as common
 22 ft., each ... 2 04

16 ft., each ... 1 76
 14 ft., each ... 1 54
 12 ft., each ... 1 20
 single ladders; short nose, 1c per
 18 ft., each ... 1 96
 20 ft., each ... 2 40
 foot additional.
 8 ft., each ... \$0 50
 Banner Buggy ... 10 75
 Banner Junior ... 11 75
 Trulite ... 7 00
 Wrightlights ... 7 00
 Beacon ... 7 00
 No. 2, or 4, plain cold blast ... 7 00
 Short globe, pattern ... 7 00
 Cold blast, japanned ... 7 00
 Brass, well japanned ... 9 25
 All brass ... 24 00
 Little Bobs A.C., doz. ... 1 90

LANTERN GLOBES.

Cold blast, short ruby ... 1 75
 Cold blast, common ruby ... 1 60
 Cold blast, short ... 0 65
 Cold blast ... 0 50
 Prism globes ... 1 20

LATCHES (YALE, NIGHT).

No. 26, per doz. ... \$3 30
 No. 34, per doz. ... 11 80
 No. 34X, per doz. ... 11 80
 No. 37, per doz. ... 13 40
 No. 042, per doz. ... 15 25
 No. 42, per doz. ... 16 25

LATHS (METAL).

Per sq.yd.

26-gauge, painted metal lath 0 10
 24-gauge, painted metal lath 0 13
 23-gauge, painted metal lath 0 15
 24-gauge, galv. metal lath.. 0 17
 23-gauge, galv. metal lath.. 0 19

LEAD.

Montreal Toronto

Trall, 100 lbs. ... 5 00 5 00
 Lead Wool, 8c lb.
 Sheets, 2½ lb. sq. ft. 7 50 7 50
 Sheets, 3lb. sq. ft. 6 75 6 75
 Sheets, 3¼ lb. sq. ft. 6 62½ 6 60
 Sheets, 4 to 6 lbs. sq. ft. ... 6 50 6 50
 Cut sheets, ¼c per lb. extra.
 Cut sheets to size, ¾c per lb. extra.

LEVELS.

Per doz. Rabone's.

1369x12, Boxwood ... 4 0
 1626x9, Walnut pointed ... 4 50
 1628x12, Rosewood ... 7 50
 104x24, Triple stock (net). 21 00
 104x27, Triple stock (net). 22 90
 104x30, Triple stock (net). 23 15

LINES, PLOUGH.

Russia snap, per gross ... 33 00
 Indian snap, per gross ... 27 00

MACHINES (WASHING).

Each

Canadian ... \$5 00
 Downswell ... 6 00
 Hamilton ... 5 75
 Re-Acting ... 7 50
 Snowball ... 8 00
 Noiseless ... 8 25
 Sunlight ... 8 75
 Momentum ... 8 75
 New Century, style "A" ... 9 00
 New Century style "B" ... 10 00
 New Century, Power, Style "D" ... 24 00
 New Idea, style "B" ... 11 00
 Playtime, engine drive ... 11 00
 Ideal Power ... 16 00
 Seafoam, electric ... 60 00
 Seafoam, engine drive ... 25 00
 New Idea, electric ... 80 00
 Sunshine ... 4 50
 Popular, No. 1 ... 5 25
 Economic ... 6 00
 Champion ... 9 00
 Excell-All ... 11 00
 Blue Bell, without stand. ... 9 00
 Puritan Water Motor, complete ... 16 00
 Hydro, One Tub, engine drive ... 26 00
 Discount 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.
 Stephenson Washers. \$6 net.

GLASS

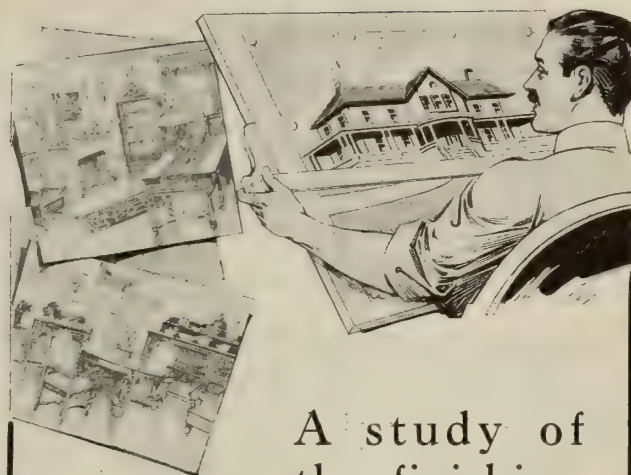
of
every description
for building purposes

*Sheet, Plate, Figured
Leaded, Mirrors*

A trial will convince you that our
quality, prices and service are a triple
combination hard to beat.

**The Consolidated Plate Glass
Company of Canada, Ltd.**

241 Spadina Ave., Toronto.
30 St. Sulpice St., Montreal.
375 Balmoral St., Winnipeg.



A study of
the finishing
requirements of your
customers emphasizes
the need of high-grade
finishes—finishes that
defy everyday wear and
tear without loss of
brightness or beauty.

Liquid Granite, the lasting
waterproof floor varnish, and
Luxeberry White Enamel are
that kind of finishes. They
please the most exacting trade.

Berry Brothers' country-wide ad-
vertising campaign in the leading
periodicals of the Dominion is con-
tinually informing readers about
the superior qualities of these two
great Berry Brothers' finishes.

These advertisements are creating a
demand for Berry Brothers' varnishes that
can only be supplied through the Berry
Brothers' dealers.

Write for our co-operative dealer proposition and
get your share of this quality varnish trade.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Walkerville, Ontario

JAMES GARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office

Original Patentees and Manufacturers of
**CARTLAND'S PATENT HELICAL, CLIMAX,
AND RELIABLE DOOR SPRINGS**

DOUBLE ACTION	5753 IRON		5355 IRON
	3 in. 4/3		4 in. 23/6
	4 " 6/-		5 " 32/-
	5 " 8/6		6 " 40/-
	5754 BRASS		5356 BRASS
	3 in. 6/9		4 in. 40/-
	4 " 10/-		5 " 53/-
	5 " 14/- per pair.		6 " 65/- per dozen.

	2401 With 2 in. Shoe, 18/- each.		2860 With 2 in. Shoe, 26/- each
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Manufacturers of every description of
**BUILDERS' CABINET, FANCY AND
NAVAL BRASS FOUNDRY**

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed.

Our new Catalogue, fully illustrated, mailed free on
application to Wholesale Hardware Merchants.

Canadian Agents—Eastern: Geo. H. Smith, 39 Adelaide St. W., Toronto.
Western: W. T. McArthur & Co., 1128 Homer St., Vancouver, B.C.

MALLETS.		Per doz.	Brass, heavy, 7½ lb.	8"x25 lbs. per ft.	\$3 75	111 30	Single lath yarn basis	8%
Tinsmiths, 2½ x 5½ in.		1 65	Brass, light, 5½ lb.	8"x28 lbs.	96 48	128 40	Russian deep sea line basis	20
Carpenters, round hickory 1 95			Zinc, heavy, 3½ lb.	9 inches	115 60	153 50	Russian tarred ratline basis	17
Lignum Vitae, round, 5 in		2 40	Copper, heavy, 9½ lb.	10"x32 lbs. per ft.	107 20	142 40	Russian tarred bolt rope	
Caulking, No. 8, oak		15 00	Old cast iron, 10 per ton.	10"x40 lbs.	138 00	183 30	basis	18
MANGLES.			Wrought iron, No. 1, \$6 per ton.	12 inches	174 90		Jute rope basis	12½
Victor, each		\$14 25	Wrought iron, No. 2, \$2 per ton.	These prices are for small quantities only. Discounts in proportion to size of order will be allowed.			Italian rope basis	24
Woodyatt, each		6 60	Stove plate, \$9 per ton.				Basis (¾" dia. and larger).	
MIRRORS, FRAMED.		Doz.	Mach. compos., No. 1, 8½ lb.				Sisal Clothes Line.	
Size glass, 4 x 6		1 00	Compos. turnings, No. 1, 8½ lb.				3-ply, 30 ft.	0 45
Size glass, 5 x 7		1 25	Rubbers, such as old rubber,				3-ply, 40 ft.	0 60
Size glass, 6 x 9		1 60	boots, and shoes, according to				3-ply, 48 ft.	0 72
Size glass, 7 x 9		1 75	trim, 5½ to 6 lb.; overshoes,				3-ply, 60 ft.	0 90
Size glass, 8 x 10		2 00	lumbermen's rubber boots, etc.,				3-ply, 72 ft.	1 08
Size glass, 9 x 12		2 60	5 to 6 lb.; auto tires, etc., 4c;				3-ply, 100 ft.	1 50
Size glass, 10 x 14		3 10	bicycle tires, 2½c.				6-ply, 40 ft.	0 95
Size glass, 10 x 17		3 75	PACKING (JUTE)				6-ply, 48 ft.	1 15
MOPS.			Per Coll Lots.				6-ply, 60 ft.	1 45
Mops, O-Cedar, doz.		\$12 00	Fine jute, lb.	0 09½			6-ply, 72 ft.	1 75
S. W. Mops, doz.		3 25	Beaver, lb.	0 08			6-ply, 100 ft.	2 40
New Wizard, small, doz.		8 00	Coarse lower, lb.	0 07			RULES, BOXWOOD.	
New Wizard, large		10 00	PAIR, ETC.				.. Rabone's.	Per doz.
Mop sticks, doz.		1 10	O.K. Paper, No. 1, per roll	0 95			No. 1375—2 ft.	(51).. 1 80
Cast head mops, doz.		1 35	O.K. Paper, No. 2, per roll	0 70			No. 1101—2 ft.	(52).. 3 90
Crescent, doz.		1 50	Per 400 ft. roll				No. 1167—2 ft.	(7).. 3 60
Crank wringing, doz.		4 75	Plain Fibre, No. 1	0 50			No. 1106—2 ft.	(53½).. 4 10
Extra Cloths.			Plain Fibre, No. 2	0 35			No. 1375—3 ft.	(66½).. 2 50
Challenge, doz.		2 10	Tarred Fibre, No. 1	0 62			No. 1112—3 ft., hf. bound	6 00
Woven, cloths, doz		1 35	Tarred Fibre, No. 2	0 43			No. 1190—With level	8 85
NAILS.			Tarred Fibre, Cyclone, 25	0 62			No. 1493—Brass blacks'hs	1 70
Standard steel wire nails,			lbs., roll	0 50			No. 1494—Brass blacks'hs	2 20
Toronto, \$2.05 base; Montreal,			Dry Cyclone, 15 lbs.	0 50			SAWS.	
\$2.25 base; London, \$2.25 base.			Tarred Fibre, Good Luck	0 62			Atkins Hand and Crescent, 25 p.c.	
Cut nails — Montreal, \$2.50;			Brand, per roll	0 62			Disston's Hand, net prices, new	
Toronto, \$2.70; London, \$2.70.			Dry Fibre, Good Luck	0 50			list.	
Miscellaneous wire nails, 75 p.c.			Brand, per roll	0 50			Simonds' Hand, 15 per cent.	
Coopers' spikes, 33-1-3 p.c.			Oiled waterproof building	1 05			Shurly & Dietrich, 35 per cent.	
Pressed spikes, ¾ diameter,			paper, 600 sq. ft. roll	1 05			Spear & Jackson, 40 per cent.	
per 100 lbs., \$3 base.			400 sq. ft. roll	0 95			SCALES.	
NAILS (HORSE SHOE).			O.K. Brand corded sheathing	0 40			Gurney Standard, 30 per cent.;	
Capewell.		Per box.	Sheathing (Surprise)	0 40			Champion, 45%.	
No. 4, in 25-lb. box		\$3 75	Blue R-S Sheathing	0 42			Burrow, Stewart & Milne —	
No. 5, in 25-lb. box		3 75	Dry fibre No. 1	0 50			Imperial Standard, 30 per cent.;	
No. 6, in 25-lb. box		3 50	Dry fibre No. 2	0 35			Champion E. B. Scales, 35 per	
No. 7, in 25-lb. box		3 25	O.K. carpet felt	1 40			cent.	
No. 8, in 25-lb. box		3 25	Heavy dry straw	1 80			Fairbanks Standard, 30; Do-	
No. 9, 10, 11 and 12, in 25-			Heavy tarred straw	1 80			minion, 45; Richelleu, 45.	
lb. box		3 00	Spruce sheathing	3 00			Net Prices.	
Less 10 and 5 per cent. off.			Carpet felt, 16 oz.	2 60			Champion, 4 lb., \$2.50 plus 30c	
NAILS (HORSE).			Carpet felt, 20 oz.	2 60			for stamping; 10 lb. \$3.75 plus	
M.R.M. cold forged process			Resin sized Fibre, per roll	0 43			50c for stamping; 240 lb., \$5.50	
list, 10th January, 1912.			Asbestos Bldg.	3 25			plus 50c for stamping; 600 lb.,	
Prices per			Heavy fibre, 32 ft. x 60 ft.,	2 00			platform, \$14 plus \$1 for stamp-	
Size. Length.		25-lb. box.	per 100 lbs.				ing; 1,200 lb., platform, \$16.50	
No. 3, 1½-in.		\$4 10	Liquid Roofing Cement,	0 17			plus \$1 for stamping; 2,000 lbs.,	
No. 4, 1¼-in.		3 75	bbbs., per gallon	0 19			platform, \$22 plus \$1 for stamp-	
No. 5, 1½-in.		3 50	Liquid tins cement, 5s.	0 19			ing; 2,000 lb. drop lever, \$26 plus	
No. 6, 2½		3 10	Crude coal tar, per bbl.	4 50			\$1 for stamping.	
No. 7, 2 5-16		2 80	Refined coal tar, per bbl.	5 00			SAP SPOUTS.	Per 1,000
No. 8, 2½		2 75	Shingle Varnish, per bbl.	5 00			Bronzed cast iron with	
No. 9, 2 11-16		2 60	Caps, per lb.	0 05			hooks	6 00
No. 10, 2½		2 50	Rails, per lb.	0 05			Eureka, tinned steel, hooks	8 00
No. 11, 3 1-16		2 45	Mop Cotton, per lb.	0 17			SCOOPS (FURNACE).	
No. 12, 3½		2 45	Tarred felt, Dominion, 7 oz.	2 10				
NETTING, POULTRY.			PICKS (CLAY).					
2 in. mesh, 19 w.g., 50-10-5%			5 to 6 lbs., doz.	3 75				
off; 1½ in. mesh, 50-10-5% off.			7 lbs., doz.	4 00				
NET PRICES ON SMALL			7 to 8 lbs., doz.	4 75				
SIZES POULTRY NETTING.			8 lbs., doz.	5 00				
½-in. x 22 ga. x 12-in., roll.		\$3 00	PINS, COTTER.					
½-in. x 22 ga. x 18-in., roll.		4 30	Cotter pins, 90 p.c. discount.					
½-in. x 22 ga. x 24-in., roll.		5 65	PINS, CLOTHES.					
½-in. x 22 ga. x 30-in., roll.		6 90	Selected full count.	Per case.				
½-in. x 22 ga. x 36-in., roll.		8 20	5 gross, 4-in. (loose)	\$0 80				
1 in. x 20 ga. x 12-in., roll.		1 50	5 gross, 4½-in. (loose)	0 90				
1 in. x 20 ga. x 18-in., roll.		2 10	5 gross, 5-in. (loose)	1 00				
1 in. x 20 ga. x 24-in., roll.		2 70	4 gross, 4-in. (12 pkgs. of	0 80				
1 in. x 20 ga. x 30-in., roll.		3 25	4 doz. each)	0 80				
1 in. x 20 ga. x 36-in., roll.		3 80	5 gross, 4 in. (24 pkgs. of	0 90				
1 in. x 20 ga. x 48-in., roll.		5 10	2 doz. each)	0 90				
Poultry netting staples, 60 p.c.			6 gross, 4 in. (12 pkgs. of	1 00				
OAKUM.		Per 100 lbs.	6 doz. each)	1 00				
Best (American)		9 50	PIN (ESCUTCHEON).					
U.S. Navy (American)		9 00	Steel, discount, 50 per cent.					
New hemp (English)		7 00	Brass, 50 per cent.					
U.S. Navy (English)		6 50	PIPE, STANDARD WROUGHT.					
Navy (English)		6 00	Butt weld.					
Best Navy		5 00	Size	Black. Galvanized				
Plumbers (spun)		3 65 4 00	¾ and ¾ inch.	\$2 16	\$3 06			
OIL.			½ inch	2 64	3 57			
Can. prime white			¾ inch	3 05	4 20			
petrol		0 13½	1 inch	4 51	6 21			
Royalite		0 17 0 14	1¼ inches	6 10	8 40			
Palatine		0 21½ 0 16½	1½ inches	7 29	10 04			
Castor Oil, per lb.		0 08½ 0 08½	2 inches	9 81	13 51			
Black oil (Summer)		0 12½ 0 12	2½ inches	15 90	21 65			
Black oil (Winter)		0 14½ 0 14	3 inches	20 66	28 31			
Cylinder Green		0 35 0 35	3½ inches	24 84	34 04			
Paraffine		0 22 0 20	4 inches	29 43	40 33			
XXX Machine		0 25½ 0 21	Lap weld.					
OLD MATERIALS.			2 inches	11 29	15 90			
F.o.b. Toronto.			2½ inches	16 38	22 23			
Tea lead, pack, 2½ lb.			3 inches	21 42	29 07			
Tea lead, chest, 3c lb.			3½ inches	25 76	34 96			
Lead (heavy pipe, etc.), 3½c.			4 inches	30 52	41 42			
			4½ inches	35 56	48 26			
			5 inches	41 44	56 24			
			6 inches	53 76	72 96			
			7 inches	79 97	105 90			

Remarkable Lasting Quality

MOORE'S Pure Prepared Paint represents the results of the latest knowledge and most exacting use. Master Painters recognize it as the most in Quality. It is not in the chalk and water class, but made of the best pigments and pure white lead and linseed oil. Made to sell on price basis as well as Quality basis. The Hardware Merchant can guarantee it for five years, and we back him.

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Benjamin Moore Company, Ltd., 4 Lloyd St., West Toronto, Canada

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BRAND
WINDOW
GLASS**



**GLASS
BENDERS
TO
THE
TRADE**

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

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TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at

INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand
Prize

GOLD MEDAL
Atlanta, 1895

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PHILADELPHIA, PA.

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It will make MONEY for you.

IT IS NO TROUBLE TO ERECT OUR GOODS.
WE DO ALL THE DIFFICULT WORK FOR YOU.

Mantels; Electric, Coal, Gas Grates; Portable Baskets, Gas Logs,
Fenders and Fire Sets. Tiles and Tile Work in all its Branches.

WRITE TO-DAY FOR CATALOGUE AND PRICES

THE BARTON-NETTING CO., LIMITED

9-11 Pitt Street E., WINDSOR, Ont.

OUR MOTTO "QUALITY"

SHEETS (BLACK).

	Montreal Toronto	
10 gauge	2 50	2 55
12 gauge	2 55	2 60
14 gauge	2 35	2 35
16 gauge	2 40	2 40
18-20 gauge	2 45	2 50
22-24 gauge	2 50	2 55
26 gauge	2 30	2 35
28 gauge	2 70	2 75

SHEETS.

Corrugated, galv., 10% off.	
22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Galvanized

B.W.	Queen's	Fleur-de-Lis	Gorbals
gauge	Head	de-Lis	best best
16-20	3 80	3 45	3 80
22-24	3 85	3 55	3 85
26	4 10	3 90	4 10
28	4 35	4 10	4 35

Colborne Crown—16-20 gauge, \$3.60; 22-24 gauge, \$3.65; 26 gauge, \$3.90; 28 gauge, \$4.15.

Apollo Brand	Montreal	Toronto
14 gauge	2 95	
16 gauge	2 95	
18-20 gauge	3 10	
22-24 gauge	3 45	3 20
26 gauge	3 70	3 55
28 gauge	4 05	3 70
10 1/2 oz.	4 25	3 90

SHELLERS, CORN.

Black Hawk, doz.	18 00
Plymouth Rock, doz.	8 50

SHOVELS AND SPADES.

	1st	2nd	4th
Shovels	60	55 and 2 1/2	45%
Socket sc'ps.	50 and 5		45 and 5
Rivet scoops	50		
Drain tools	60	60	
Scoops	50 and 5		45 and 5
Hollow backs			
and sand.	60		45
Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.			

Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SIFTERS, ASH.

Wood sifters, doz.	\$ 1 75
Rocker, No. 1, each.	3 60
Rocker, No. 3, each.	2 50
Banner, each	1 70

SINKS.

Cast iron, 16x24, \$1.10; 18x30, \$1.50; 20x36, \$2.25.
Flat rim enameled sinks, 16x24, \$3.50; 18x30, \$4; 18x36, \$5.15.

SLIDING SHOES.

Onward Sliding Shoes, 40%.

SNAPS.

Harness, 25%.

SOLDER.	Montreal Toronto	
Tinker's bar	0 21	0 26
Wire solder, lb.	0 24	0 26
Bar half-and-half.	0 22	0 22

SOLDERING IRONS.

Base, per lb., 28 cents.

SOLDER WIPING.	
Acme	0 18
Commercial	0 20
Easy	0 19 1/2
Star Extra	0 19 1/2
Strictly standard wiping	0 23

SPELTER.

Foreign, per 100 lbs. 6 50 6 00

STAPLES.

Poultry netting, 100 lbs.	6 70
Bed, 100 lbs., No. 14.	6 75
Blind, per lb.	6 12
Bright Fence, 100 lb. kegs.	2 50
Bright Fence, 25-lb. boxes.	2 75
Galv'd fence, 100-lb. kegs.	2 85
Galv'd fence, 25-lb. boxes.	3 10

Cooper's staples, 45%.

Bright spear point, 75%.

SWEEPERS, CARPET. Bissell's

Univ. japd., cyco bearing.	24 00
Univ. N.P., cyco bearing.	27 00
Grand Rapid, japd., ball-bearing	26 00
Grand Rapid, N.P., ball-bearing	29 00
Princess N.P., ball-bearing	30 00
Elite, ball-bearing	34 00
Am. Queen N.P., ball-bearing	32 00
Parlor	35 00

SWINGS.

Baby, 2-passenger, each.	\$2 75
Ontario, 2-passenger, each.	3 75
Ontario, 4-passenger, each.	4 25
Stratford, 4-passenger, each	5 50

Boyers Gliding Settees with

awning, each 8 50

Without awning, each 12 50

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only. 80 and 10; 1/4 weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimps, 82 1/4; zinc tacks, 35; leather car-pet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 9 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87 1/4; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES—Lufkins.

Aas skin, No. 713, 50 ft., doz. 2 85
Aas skin, No. 714, 66 ft., doz. 3 40
Linen, No. 404, 66 ft., ea. 1 10
Metallic, No. 603, 50 ft., ea. 1 40
Rival steel, No. 263, 50 ft., ea. 2 90
Rival steel, No. 266, 100 ft. 4 90
Reliable Jr., No. 103, 50 ft. 2 70
Rabone's.

Tape Lines, linen, No. 2601
x50, each \$1 00
Metallic, No. 4011x50, ea. 1 35
Metallic, No. 4011x66, ea. 1 55
Steel, No. 2891x50, ea. 2 70
Steel, No. 4161x50, ea. 3 00
Steel, No. 4161x50, ea. 5 15

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10%.

TIES (METAL).

Galv. wall ties, per 1,000...\$5 00

Painted wall ties, per 1,000. 5 00

TIES, COW.

McKinnon, 40% discount.

Greenings, 40% discount.

TIN.

Montreal Toronto

Tin, per lb. 37-38 36-38

TINNERS' TRIMMINGS.

Discount, 45%.

Plain, 70 and 5%.

Re-tinned, 72 and 5%.

TOOLS, HARVEST.

Samson, 47 1/2%; ord., 50%.

TRAPS (STEEL AND GAME).

Newhouse, 40%.

Hawley & Norton, 57 1/2%.

Victor, 70%.

Oneida Jump, 65%.

TRESTLES.

5 ft., each \$1.50 14 ft., each \$4.20

8 ft., each 2.00 16 ft., each 4.80

10 ft., each 2.50 18 ft., each 5.40

12 ft., each 3.00 20 ft., each 6.60

TROWELS.

Disston's, 10%.

TWINE (Binder).

650 ft., per lb. 0 13 1/2

600 ft., per lb. 0 11

550 ft., per lb. 0 09 3/4

500 ft., per lb. 0 09 1/4

5 ton lots, 1/4c per lb. allowance.

10 ton lots, 1/4c lb. allowance.

Delivered in 300-lb. lots and over.

Wrapping cotton 5-lb.

4-ply 0 21 1/2

3-ply 0 19

TUBES.

Boiler Tubes.

Montreal Toronto

100 ft., 1 1/2 in. 10 45 9 75

100 ft., 2 in. 9 60 8 25

100 ft., 2 1/2 in. 10 25

100 ft., 2 1/2 in. 12 25 10 65

100 ft., 3 in. 13 30 11 00

100 ft., 3 1/2 in. 15 55 13 00

100 ft., 4 in. 19 80 16 75

TUBS.

Samson Galvanized.

No. 11, doz. net 12 00

No. 22, doz. net 14 40

No. 33, doz. net 16 80

Common Galvanized.

No. 1, doz. 6 83

No. 2, doz. 7 43

No. 3, doz. 8 48

	Per nest.
Nests of 3—0, 1 and 2.....	\$2 38
Nests of 3—1, 2 and 3.....	2 05
Nests of 4—0, 1, 2 and 3.....	2 95
No. 0, per doz.	11 00
No. 1, per doz.	9 00
No. 2, per doz.	8 00
No. 3, per doz.	7 00

V

VALVES, ETC.

Ground work, 55%.

Stand, compr. work, 65%.

High-grade compr. work, 55%.

Cushion work, 55%.

Fuller work, 70%; No. 0, 70, 10%, and 1 and 2 basin cocks, 70%.

Flatway stop and stop and waste cocks, 60, 10%; roundway, 60 and 5%.

J.M.T. Globe, Angle and Check Valves, 50%; Standard, 60%.

J.M.T. Radiator Valves, 55%; Standard, 60; patent quick opening valves, 70 and 10%.

W

WARE, COPPER AND NICKEL.

Copper boilers, kettles, 50%.

Copper tea and coffee pots, 50%.

Copper pitta, 30 and 5%.

Foundry goods, hollow ware, 40 and 5%.

WARE, ENAMELED.

White ware, 75 per cent.

Canada, Diamond, Premier, 50 and 10 per cent.

Pearl, Imperial and Colonial steel, 60 and 10 per cent.

Star decorated steel, 33 1/2 p.c. Hollow ware, tinned steel, 40 per cent. off.

Enamelled street signs, 50 p.c.

WARE, TIN, PIECED.

Discount, 35 per cent.

10-qt. flaring sap buckets, 35 per cent.

6, 10 and 14-qt. flaring pails, 35 per cent.

Copper bottom tea kettles and boilers, 35 per cent.

Coal hods, 35 per cent.

Boiler and tea kettle pitta, 30 and 5 per cent.

WARE, STAMPED.

Plain, 72 1/2 and 5.

Retinned, 72 1/2 and 5.

Thinners' trimmings, 72 1/2 and 5.

WASHERS, IRON.

Full box, 45 per cent. smaller.

Full box, 45 p.c.; smaller lots, 30 p.c.; assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c. lb.

WEATHERSTRIP.

Narrow wood and felt...1 1/4c ft.

Medium wood and felt...1 1/4c ft.

Wide wood and felt...2 1/4c ft.

All felt Frost King...\$4.40 doz.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2.00

Sectional, 1/2 lb., per 100 lbs. 2.25

Solid, 3 to 30 lbs., per 100...1.60

WEIGHTS.

Smarts, Horse, 3 1/2c lb.

WHEELBARROWS.

Navy, steel wheel, doz...21 00

Garden steel wheel, doz...32 40

Light garden, per doz...22 80

Heavy garden, L-side...33 00

Heavy farm, solid side...33.00

WHIFFLETREES.

Tubular steel, 28 ins....0 70

Tubular steel, 34 ins....1 00

Tubular steel, 36 ins....1 25

Tubular steel neckyokes, 36 inches 1 25

Tubular steel doubletrees, 40 inches 0 95

Tubular steel lumbermans, 44 inches 0 95

WIPERS.

(See Paint Markets)

WIRE.

Brass wire, 50 and 5 per cent.

Copper wire, 50 and 2 1/2 per cent.

Annealed Cut Hay Baling Wire, No. 9, \$3.75; No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13 1/2, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE, CLOTHES LINE.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$3; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.60. All prices per 1,000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F.O.B. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL.

Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extra net. Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 30-34, \$6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in 1/2-lb. hanks, 28c; in 1/4-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

No. 13, \$2.30; No. 14, \$2.40; No. 15, \$2.50 f.o.b. Montreal, Toronto, Hamilton and London.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, \$2.20 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra. No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, \$1.25, bright soft drawn 15c, charcoal (extra quality), \$1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in 1/2-lb. hanks, 75c; in 1/4-lb. hanks, \$1.

WIRE CLOTH.

To-day

Why not sell someone an economical, useful Christmas Gift? For this

purpose there is nothing better than a Manufacturer's Brand Guaranteed

SIMONDS HAND SAW

Simonds Canada Saw Co., Limited

ST. JOHN

MONTREAL

VANCOUVER

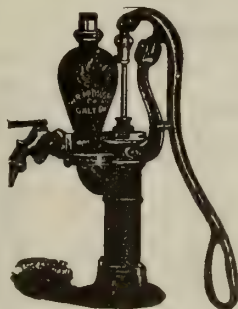


More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.



Dealers, ask for prices and terms. Get real profits on your metal pump sales.

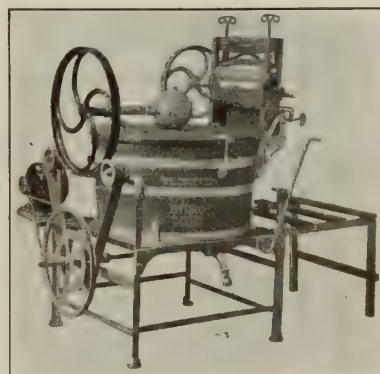
The R. McDougall Co., Limited
GALT, CANADA

ARE YOU HANDLING THIS

Maxwell

HYDRO ELECTRIC BENCH WASHER?

HERE'S an excellent selling line for your better-class trade — a washer and wringer combined. The Maxwell



'Hydro' is operated by a one-eighth horse power motor which can be attached to any ordinary lamp socket. Wringer can be thrown in or out of gear as desired. Always under perfect control. Can be operated by gasoline en-

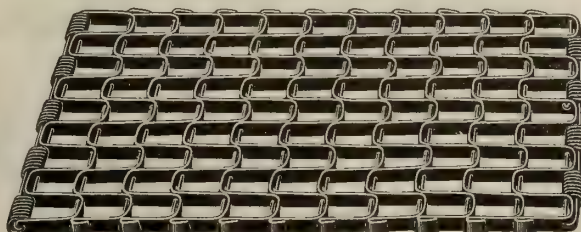
gine if required. Washes the most delicate fabrics without injury.

Write for Illustrated Catalogue

MAXWELLS LIMITED St. Marys, Ontario

"Keystone" Flexible Steel Door Mats

Door mats are an acknowledged necessity. The Keystone is superior to any other mat made, yet our list prices are invariably lower than others.



Write your Jobber or direct to Us for Literature and Prices

The best mat and at the best price should appeal to you. The Keystone is made in various stock sizes and is also furnished in special shapes and sizes.

Kuhne-Anderton Mfg. Company, Port Hope, Ontario

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, \$6.20 per 100
lbs. 5 lb. packages, \$6 per 100
lbs.

ALCOHOL.

5 gal. lots, per gal., \$1.

BEESEWAX.

Per lb., 40c.

BRONZING LIQUID.

Bronzing liquid, No. 1 ...\$1 75

Banana oil, gal. 4 00

BRUSHES.

Weighted, 15 lbs., doz. ...\$14 70

Weighted, 20 lbs., doz. ... 19 90

COATING.

Cement Coating\$2.55 3.00

COLORS (DRY).

Per lb.

Raw Umber, 100 lb. kegs. 0 09

Burnt Umber, 100 lb. kegs. 0 09

Raw Sienna, 100 lb. kegs. 0 09

Burnt Sienna, 100-lb. k. 0 09

Imperial green, 100 lb. k. 0 12

Italian red, 100 lb. kegs. 0 05

Brunswick green, 100-lb. k. 0 06

Indain red, 100 lb. kegs. 0 10

Indian red, No. 1, 100 lb. k. 0 06

Vermilion, 100 lb. kegs. 0 20

Drop black pure dry 0 12

Golden ochre, 100 lb. kegs. 0 3½

White ochre, barrels 0 04

Yellow ochre, barrels 0 01½

Serpentine ochre, 100 lb. kegs. 0 02

Canadian red oxide, bbls. 0 02

Super magnetic red 0 02½

COLORS IN OIL.

Venetian red 1-lb. tins,

pure 0 12

Chrome yellow, pure 0 23

Golden ochre, pure 0 14

French ochre, pure 0 12

Chrome green, pure 0 11

French permanent green,

pure 0 15

Signwriters' black, pure. 0 20

Marine black, 25-lb. irons 0 06

DIERS.

Patent 25 lb. tins, 8c. lb.; pat-

ent 1 lb. tins, 11c. lb.

ENAMELS.

Per gallon in quart tins.

M. L. Floorglaze (Imperial

V. & C. Co. 1 80

Alba-Gloss enamel 4 00

Anchor Floorlustre 1 80

Low Bros' Linduro 4 20

FILLER.

Gal.

Luxeberry Enamel\$5 00

Screen Enamel B.B. 1 65

GLUE.

Per lb.

French medal 0 14

German common sheet... 0 10

German prima 0 17

White pigfoot 0 21

Perfection amber, ground,

No. 1230 0 13

Ground glues at same prices.

N.L. 0 13

XL 0 11½

CL 0 12

C 0 11

GLASS.

(TORONTO QUOTATIONS.)

Size United Inches. Star.

Under 26\$6 50

26 to 40 7 00

41 to 50 7 40

51 to 60 8 00

61 to 70 8 75

71 to 80 9 50

81 to 85 10 50

86 to 90 10 50

91 to 95 10 50

96 to 100 10 50

Double Diamond.

Size United Inches.

Under 26\$ 8 60

26 to 40 10 00

41 to 50 11 70

51 to 60 12 00

61 to 70 12 75

71 to 80 13 85

81 to 85 17 50

86 to 90 18 85

91 to 95 19 20

96 to 100 22 75

101 to 105 32 00

106 to 110 36 00

Discount on 16 oz. glass

20%; discount on double dia-

mond, 20%; cut sizes, 20%.

MONTREAL QUOTATIONS.

Country Base Price.

United Double

Inches. Star. Diamond.

25 in.\$4 25 \$ 6 25

40 in. 4 65 6 75

50 in. 5 10 7 50

60 in. 5 35 8 50

70 in. 5 75 9 75

80 in. 6 35 11 00

85 in. 6 15 12 50

90 in. 15 00

95 in. 17 50

100 in. 20 50

105 in. 16 40

110 in. 21 00

The above Montreal prices un-

der revision.

GLASS, PLATE.

Montreal:

Country discount, 35 and 5%

off list, delivered.

City discount, 45 and 5% off.

Toronto:

Country discount, 40½ off list

delivered.

City, 42½ off list.

LEAD.

(White Ground in Oil.)

Prices per 100 lbs. in ton lots.

Montreal Toronto

Elephant, Genuine\$8 75 \$8 90

"Anchor," pure 8 45 8 60

Green Seal 8 45 8 60

Brandram's B.B. Gen-

uine 9 45 9 60

C.P. Co. decorat's pu. 8 45 8 60

Crown and Anchor,

pure 8 65 8 80

Decor's Pure (Wpg) 8 60

Moore's Pure White

Lead 8 45 8 60

Painter's Perfect 7 95 8 10

Low Bros' White,

H.S. 8 60

Ramsay's Pure Lead. 8 45 8 60

Ramsay's Exterior .. 8 15 8 30

Tiger Pure 8 45 8 60

"James Genuine" 10 00 10 15

Stephens' H. P. P. (Win-

nipeg) 8 70

Less than ton lots, 20c per cwt.

higher.

LEAD (RED DRY).

Genuine, 560-pound

casks, per cwt. ... 9 00 6 38

Genuine, 100-pound

kegs, per cwt. ... 8 25 6 75

No. 1 casks, per 100

lbs. 7 75 6 25

Less quantity 8 50

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots. \$17 50

2 lb. pkgs., per 100 lbs. 15 00

5 lb. pkgs., per 100 lbs. 12 00

25 lb. pkgs., per 100 lbs. 11 00

100 lb. pkgs., per 100 lbs. 9 75

300 lb. kegs, per 100 lbs. 9 60

300 lb. pkgs., per 100 lbs. 9 50

600 lb. casks, per 100 lbs. 9 00

MURESCO.

Tints in 5 lb. packages, per 100

lbs., \$5.40.

OILS (LINSEED RAW).

Montreal Toronto

Single bbls. See weekly report

3 to 5 bbls. See weekly report

6 to 9 bbls. See weekly report

LINSEED, BOILED.

Single bbls. See weekly report

3 to 5 bbls. See weekly report

6 to 9 bbls. See weekly report

PAINTS (PREPARED).

Per gallon

In qt. tins.

Sherwin-Williams paints, 2 00

base 2 00

Canada Paint Co.'s pure. 2 00

Elephant and Prism 1 80

Benj. Moore Co.'s

"Egyptian" Brand 1 45

Moore's house colors, per

gallon 1 75

Brandram-Henderson's

"English" 2 00

Fresco-Tone, in quarts. 1 80

Ramsay's paints, pure. 1 80

Ramsay's paints, Thistle. 1 60

Martin-Senour, 100 p.c. pure

Senour's floor paints 1 60

Maple Leaf Paint (Imp. V.

& C. Co.) 1 60

Jameson's Crown and An-

chor brand 2 00

Low Bros' High Standard

Stephens' House Paint

(Winnipeg) 1 90

Stephens' Floor Paint

(Winnipeg) 1 75

Silkstone Wall Color. 2 00

PARIS, PLASTER.

Per bbl. 2 25

PARIS WHITE.

In bbls. 0 30

PIGMENTS.

Orange Mineral, casks. 0 08½

Orange Mineral, 100-lb. kegs. 0 08½

Gal.

PRIMER. \$2 25

Luxeberry Primer

PASTE WOOD FILLER B.B. Lb.

1 lb. cans\$0.18

2 lb. cans 0.18

5 lb. cans 0.17

10 lb. cans 0.16

25 lb. cans 0.12

100 lb. kegs 0.11

¼ barrels 0.10½

Barrels 0.10

PUTTY.

Standard

Montreal Toronto

Bulk, in casks 2 50 2 50

Bulk, 100-lb. drums. 2 50 2 60

Bulk, 25-lb. drums. 2 60 2 70

Bladders, in bbls. 2 80 2 90

Pure Putty, 60c cwt. advance.

SHELLAC.

Gum, 32c lb.; finest orange,

42c lb.

TAR (PINE TAR).

Half pint tins, per doz. 0 60

Pint tins, per doz. 1 10

PAINT AND VARNISH**REMOVER.**

Taxite, 1 gal. cans 2 10

Cumoff 2 10

TURPENTINE.

Montreal Toronto

5 gal. See weekly report

Pure, single bbls. See weekly report

Gal.

SLATING.

2 to 4 bbls. 0 60 0 64

Liquid Slating, B.B.\$3.00

STAINS.

Oil, & Spirit, Berry Bros. \$2.50

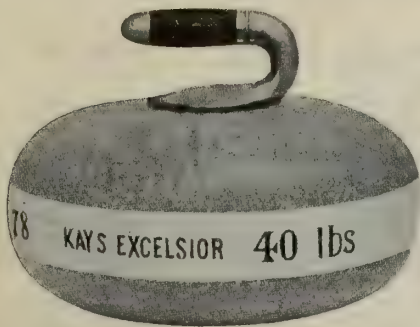
Water Stains, Berry Bros. 1 25

Sherrycraft stain finish 3 00

Brilliant, 5 gal. cans .. 1.15

VARNISHES.

Per gal. cans



"KAY'S" EXCELSIOR RED HONE CURLING STONES

These stones serve to the greatest satisfaction, and have been used exclusively by the best curlers since the game has been played in Western Canada. They are the favorites to-day, being especially designed for use on the keenest of ice.

No working down or a season's playing required to put these stones in shape. They will play perfectly from the start. Ask old curlers about them and be convinced that we are right.

THOMAS BLACK

76-82 LOMBARD STREET

WINNIPEG

Tell us what you have been getting in GERMAN and AUSTRIAN WOODENWARE SPECIALTIES

— WE CAN SUPPLANT THEM —

It is our aim to keep our plant running as in usual times and afford all the work possible to our employees during winter.

We would be pleased to have suggestions from the Wholesale and Retail trade and to pay for samples you would submit of anything we could make here.

More washings will be done at home for a time now than have been for some years. This means a larger demand for Washboards, Pails and Tubs. "Cane" quality and finish assure easy sales and satisfaction.

All our Standard products are stocked to render quick shipment.

Hardware Merchants, order from your wholesale!

The Wm. Cane & Sons Co., Ltd.
NEWMARKET ONTARIO

SCREWS

SLOT - OR SOCKET-
HEAD IN STANDARD
SIZES; NAILS, CUT
AND WIRE; RIVETS,
OVAL-, COUNTER-
SUNK - OR TRUSS-
HEAD ALL IN NON-
RUSTING, NON - COR-
ROSIVE

ALUMINIUM

LET US SEND YOU
SAMPLES OF SOME OF
THESE. A POSTCARD
WILL BRING THEM.



THE
British Aluminium Co.
of London, England Limited

60 W. FRONT ST.,

TORONTO

ORIGINAL

"HENDRYX"

NEW STYLE

A WORD FOR QUALITY

There is only one

Hendryx Mission Cage

and it is not equalled in finish and detail by any other maker.

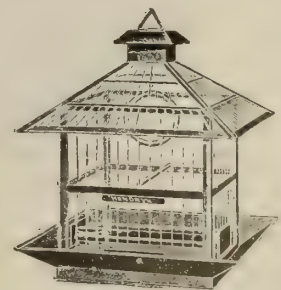
The name "HENDRYX" is always stamped on the under side of the base. The two styles illustrated are made only by

THE ANDREW B. HENDRYX COMPANY

New Haven, Conn.



No. 8000



No. 8020

Winnipeg Hardware Quotations

AMMUNITION.

Powder, per keg\$7 00

ANVILS.Peter Wright, 80 lbs. and up,
11½¢ per lb.; clip horn, 12½¢.**AUGER BITS.**"Irwin" bits, 45 per cent.;
common, 70 and 10 per cent.**AXES.**H. B., 1 lb., \$6.25 per doz.; 1½
lb., \$6.65; 2 lb., \$6.90; 2½ lb.,
\$7.50; 2¾ lb., \$7.75; 3, 3½ and
4 lb., \$8; H. B. Handled Axes,
2 lb., \$8; 2½ lb., \$9.50; 3 lb., 3½
lb. and 4 lb., \$10; Black Prince
Axes, unhandled, \$8.00; Black
Prince axes, handled, \$10.25;
Bench axes, 35%; Broad axes, 5
to 7½ lb., \$28 per doz.; 7½ to 9
lb., \$30.80.**BARS, CROW.**

\$4 per 100 lbs.

BAR IRON.Bar iron, \$2.50; Swedish iron,
\$4.25; sleigh shoe steel, \$2.85;
spring steel, \$3.40; machinery
steel, \$3.75; tool steel, Black Dia-
mond, 100 lbs., \$8.50; Brittain
Brand Tool Steel, \$8.50.**BELTING.**Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting,
66 2-3% off the list.
No. 1, 66 2-3% off list.
Standard, 60% off list.
The "double" list is just twice
the price of "single."**BELT LACING.**In sides, tanned, \$1 per lb.;
cut, \$1.10 per lb.; rawhide, sides,
95¢; cut, \$1.05.**BLOCKS.**Steel, 50 per cent.; wood, 60 p.
Steel, 50%; wood, 60%.**BOLTS.**Carriage, ¾ and smaller, 60%;
7-16 and larger, 50%; machine,
¾ and under, 60%; 7-16 and over,
50%; machine set screws, 65%;
plough bolts, 45%; nuts, small
lots, 2¢ off; case lots, \$2.75 off;
stove bolts, 77½%; sleigh shoe
bolts to ¾, 50%; 7-16 and up,
40%.**BUILDING PAPER.**Tarred, 57½ to 88¢ per roll,
according to quality; plain, 45
to 72¢; tarred, felt, 8 and 10
oz., \$2.60; 16 oz., \$2.85 per 100 lbs.**BUTTS.**Wrought Steel, loose pin, 65
per cent. off the list.**CHAIN.**Coll. 3-16 in., \$10.00; ¼, \$7.25;
5-16 \$5.85; ¾, \$5.00; 7-16, \$4.75;
¾, \$4.50; 9-16, \$4.50; ¾, \$4.40; ¾,
\$4.25; Logging, 5-16, 6¼¢; ¾,
5¼¢; Tie out, 70 and 10 per cent.**"URNS.**Barrel, No. 0, \$5.13; No. 1,
\$5.13; No. 2, \$5.70; No. 3, \$6.27;
No. 4, \$7.41 each.**CLEAVISES, MALL.**

7½¢ per lb.

COPPER.Sheet and planished copper,
34¢ per lb. Tinned, 27¢. Brastiers'
soft copper, 10-24 in., 26¢; 27½¢.**DRILLS.**Bit Stock, 60 per cent.; Black-
smith, ½ in., round shank, 55 p.c.**ENAMELWARE.**Canada, 50; Imperial, 60; Pre-
mier, 50; Colonial, 60; white, 70
and 5; diamond, 50; granite, 60%.**FERRULES AND RINGS.**

30 per cent. off.

FILES.

American, 70 and 12½%.

FIXTURES.

Stall hollow bar, No. 3, \$1.

GALVANIZED WARE.

37½ per cent.

GASOLINE.Painters' naphtha, bbls., 21¢ per
gal.; \$3.45 per case.**GLASS, WINDOW.**

	Single	Double
Up to 25 in.....	5 25	7 00
26 to 40	5 75	7 75
41 to 50	6 25	8 75
51 to 60	6 75	9 75
61 to 70	7 25	10 75
71 to 80	7 75	11 75

GLASS (Plate).35% off f.o.b. Regina, Winni-
peg, Calgary, and Edmonton.**GRINDSTONES.**Per 100 lbs., \$1.75.
Mounted on steel frames, \$4.50**HINGES.**Light T and strap, 60%.
Corrugated strap, in bulk, 4, 5,
6, 8, 10 and 12, 80¢, \$1.08, \$1.40,
\$2.25, \$3.40, and \$5.20.Corrugated strap, 4, 5, 6, 8, 10,
and 12, 80¢, \$1.08, \$1.40, \$2.25,
\$3.40 and \$5.20.**HORSESHOES.**Iron, No. 0 to 1, \$4.90; No. 2
and larger, \$4.65; snowshoes, No.
0 to No. 1, \$5.15; No. 2 and
larger, \$4.90; steel, No. 0 to 1,
\$5.35; No. 2 and larger, \$5.10;
featherweight, \$6.50.**JACKSCREWS.**

60 per cent. off list.

KNOBS.

Door, 307, \$1.20.

IRON BAND.¼ in., \$2.85; ¼, \$2.85; 1 in.,
\$2.90.**IRON, GALVANIZED.**

	Apollo and "Fleur de Lis" Head.
10% oz. or 28 Eng. 4 75	5 10
28 Am or 26 Eng. 4 50	4 85
26 Am. or 26 spec'l 4 25	4 60
24 Am. and Eng.. 4 10	4 45
22 Am. and Eng.. 4 10	4 45
18 & 20 Am. & Eng. 4 00	4 30
16 Am. and Eng.. 3 85	4 15

IRONS, SAD.Common Sad Irons, 8 lbs. and
6¢ per lb.; 4 lbs., 7½¢ per lb.
Mrs. Pott's No. 55, set..... 0 95
Mrs. Pott's No. 50, set..... 1 00
Asbestos Sad Irons.
No. 100, set 1 80
No. 70, set 1 65
Mrs. Pott's common sad iron
handles, 85¢ a dozen. Mrs. Pott's
Improved, \$1.05 a dozen.**LANTERNS.**No. 2, plain 7 25
No. 20, X-ray 11 00
No. 22, Dash-board 9 75
Trulite short globe, doz.... 7 25**LEAD PIPE.**

\$7.50 coll; less coll, \$8 cwt.

LEAD WASTE.

\$8 to \$8.50 per cwt.

LINSEED OIL.Raw, per gal., 66¢; boiled, per
gal., 69¢.These prices are for barrels.
Less amounts 5¢ per gal. extra,
with additional charges for cans,
etc.**LOCKS.**

Peterboro and fittings, 45%.

MATTOCKS.

Pick, \$5.75; cutter, \$5.75.

NAILS.Wire, f.o.b. Fort William, \$2.40
base; Winnipeg, \$2.80 base. Cut,
f.o.b. Winnipeg, \$3.35.**NAILS, HORSE.**

Capewell, 10 and 5 off list.

NETTING.

Poultry, 50%.

NUTS.Square and hex., small lots,
f.o.b. \$2 off; case, \$2.75 off.**OIL CANS.**

	Tin	Gal.
½ gal., dome top....	\$2 10	\$3 04
1 gal., dome top....	2 55	3 42
2 gal., dome top....	3 97	4 55
3 gal., dome top....	5 10	7 35
5 gal., dome top....	6 34	8 25

OILS.Silver Star oil, 18½¢ gal.;
Royalite oil, 16¢ gal.; Palacine
oil, 18½¢ gal.; Capital Cylinder,
56¢ gal.; Standard gas engine
oil, 41¢; Polarine oil, 60¢ gal.;
Prairie Harvester oil, 30½¢ gal.**DRY COLORS.**Yellow ochre, in bbl. lots, 2½¢;
less than barrel lots, 3¢; golden
ochre, barrels, 3½¢; less than
barrels, 4½¢; Venetian red, bar-
rel, \$2; less than barrels, \$3;
American vermilion, 12¢; Eng-
lish vermilion, \$1 per lb.; Cana-
dian metallic oxides, barrel lots,
3½¢; English purple oxide, in
casks, 3½¢; less quantities, 4¢
per lb. Red lead, kegs, \$8.50. 9¢
lb. for less.**PARIS GREEN.**1 lb. pkgs., 21½¢. small lots
and cases.**PICKS.**

Clay, 6-7, \$4.50 per dozen.

PIPE, IRON.¼ inch, \$3.50; ¾ inch, \$3.60; ½
inch, \$4.20; ¾ inch, \$5; 1 inch,
\$7.35; 1¼ inch, \$9.90; 1½ inch,
\$12; 2 inch, \$16; 2½ inch, \$25.60;
3 inch, \$33.45.**IRON PIPE.**Black, ¼ inch, \$2.50; ¾ inch,
\$2.60; ½ inch, \$3.20; ¾ inch,
\$3.75; 1 inch, \$5.50; 1¼ inch,
\$7.45; 1½ inch, \$9.90; 2 inch, \$12;
2½ inch, \$19.25; 3 inch, \$25.15;
3½ inch, \$30.25; 4 inch, \$35.80;
4½ inch, \$42.35; 5 inch, \$49.75;
6 inch, \$64.40.**PLASTER.**

Paris, per bbl., \$3.25.

PLATES, CANADA.Half polish, 6-7 inch, \$3.65; 8
inch, \$3.90; full polish, 6-7 inch,
\$4.65; 8 inch, \$4.90. Black sheets
—28 gauge, \$3.60; 26, \$3.45; 24
\$3.35; 22, \$3.35; 18-20, \$3.35; 14-16,
\$3.10; 10-12, \$3.15.

PLOW SHARES10¢ per lb.

POINTS.Landslide plow, 1½ x 14 in.,
\$1.75 per dozen.**PURTY.**100-lb. drums 3 00
25-lb. irons, per cwt..... 3 10
1½-lb. tins 0 06**RASPS.**Heler's 70 and 5 per cent.;
Heler's horse tooth rasps, 60-10
per cent.**RIVETS AND BURRS.**Iron rivets, 55 per cent.; cop-
per, No. 8, 32¢; 10, 35¢; 12, 37¢;
copper burrs, No. 8, 44¢; 10, 47¢;
12, 51¢; copper rivets and burrs,
No. 8, 36¢; 10, 38¢; coppered, No.
8, 17¢; 10, 18¢.**ROPE.**Sisal, 10½¢ base; pure Manila,
15½¢ base; British Manila, 12¢
base; lath yarn, 9½¢ base.**SAWS, BUCK.**Happy Medium and Watch
Spring, \$4.25; Lance Tooth or
Lightning blades, \$6.50; New
Century, \$6.50; Maple Leaf, \$5.25;
Prince Rupert, \$8.00.**SCALES.**Standard scale, 25 per cent. off;
Union scale, 45 per cent. off.
Both quotations f.o.b. Winnipeg.**SCREWS.**Bright iron round head, 80,
10 and 5 per cent.; flat head, 85
10 and 5 per cent.; round head,
brass, 70, 10 and 5 per cent.; flat
head, brass, 75, 10, 5 per cent.;
coach, 60 per cent.**SCYTHES.**

Brush, \$8.25.

Grass, \$7.25 to \$8.50.

SHOT.Soft, \$9.25 per 100 lbs.; chilled,
\$9.65; buckshot, \$10.05; ball,
\$10.45.**SHEET ZINC.**Cask lots, 10½¢; small lots,
10½¢.**SHOVELS AND SPADES.**Jones polished, \$8.10 per doz.;
Fox & Olds, \$7.10 per doz.;
Scoops, D-handled, "Black Cat,"
No. 3, \$7.70; No. 4, \$8.20; No. 5,
\$8.50; No. 6, \$8.75; No. 8, \$9.25;
No. 10, \$9.80.**SNATHS, SCYTHE.**Grass, No. 2, \$7.25; brush, No.,
1, \$8.25.**SOLDER.**

per pound, 25 to 26 cents.

SPIKES.Pressed, ¼ in., \$4.50; 5-16,
\$4.15; ¾, \$3.90; 7-16, \$3.80; ½
\$3.75; ¾, \$3.75.**STAPLES.**Bright wire per cwt., \$2.55 at
Fort William, \$2.95 Winnipeg;
galvanized staples, \$3.25 Winni-
peg.**STEEL.**Sleighshoe, \$2.85 base per cwt.;
plow, common, \$4.50; crucible
plow, \$5.50; angle, \$3.25; harrow,
\$3.25 base; cast, octagon tool
steel, 8½¢ base; square tool steel,
9½¢ base; spring, \$3.40; machine,
\$3.75 base; tire, \$3.00.**STEEL SQUARES.**

40 per cent. off new list.

STOVE PIPE.Rivet. Paten'd
6 in., per 100 ft.... 9 00 9 05
7 in., per 100 ft.... 9 50 9 75**STOVE PIPE ELBOWS.**6 inch, per doz. 1 42
7 inch, per doz. 1 59
8 inch, per doz. 2 37**TACKS.**

Carpet, 75-10 per cent. off list.

TIES.

Cow, 35 per cent.

TIN AND TIN PLATE.

Block tin, 58¢ per lb.

	Per Box
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates	9 75

TOOLS, HARVEST.

Ordinary, 50 per cent.

TURPENTINE.

Per gal., barrel lots, 75¢.

VARNISHES.

	Per gal. cans
Carriage No. 1	1 75
Elastic Oak	1 90
Furniture No. 1	1 00
Gold size Japan	2 25
Turps, brown Japan	1 00
Crystal Damar	2 50
Oilcloth	2 25
Granitine floor finish	2 25
Pure white shellac varnish	2 20
Pure orange shellac var- nish	2 00
Luminette	2 00
Best wearing body	5 00
Best gearing varnish	4 00
Extra light hard oil	1 90

WASHERS.Iron, small lots, 30 per cent.;
full boxes, iron, 35 per cent.**WHIFFLETREE CLIPS AND
RINGS, NECK YOKE
CENTRES.**

42½ per cent. off the list.

WHITE LEAD.Decorators' pure white lead,
\$9.40 per cwt.**WIRE, BARB.**Per Spool of 80 Rods f.o.b.
Lyman 4-point, Fort William,
\$1.90; Winnipeg, \$2.25; Glidden
2-point, Fort William, \$1.77;
Winnipeg, \$2.10; Baker 2-point,
Fort William, \$1.75; Winnipeg,
\$2.07; Waukegan, Fort William,
\$1.75; Winnipeg, \$2.07; Alberta
2-point, Fort William, \$1.70;
Winnipeg, \$1.98; American spe-
cial 2-point, Fort William, \$1.40;
Winnipeg, \$1.65; plain twist, per
100 lbs., Fort William, \$2.75;
Winnipeg, \$3.15; coil spring, No.
9, per 100 lbs., Fort William,
\$2.15; Winnipeg, \$2.55; No. 12,
Fort William, \$2.25; Winnipeg,
\$2.65; plain galvanized wire, No.
9, Fort William, \$2.10; Winnipeg,
\$2.50; No. 12, Fort William, \$2.20,
Winnipeg, \$2.60.**WIRE CLOTH.**Patented screen, in 100 ft. rolls,
\$1.60 per hundred sq. feet; in 50
ft. rolls, \$1.70 per 100 sq. feet.**WIRE, PLAIN.**\$2.90 base.
Bale ties, 14 gauge, single loop.
\$3.65 Winnipeg, \$3.25 Fort Wi-
liam.**WIRE (STOVEPIPE).**

18 and 19 gauge, 5½¢ per lb



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Cylinder
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S-8230

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FOR MANY GENERATIONS

It is made throughout on their own premises, from finest grade of steel regardless of cost, by skilled workmen.

Butler's "KEEN" and other Razor brands are BEGUN AND FINISHED at Trinity Works, NOT SENT to Germany for grinding.

*"Sheffield made,
Both haft and blade."*

TRADE-MARK "BUTLER" GRANTED A.D. 1768.

THE  MARK GRANTED A.D. 1681.

Butler's "CAVENDISH" brand (Regd.) Table Knives, Carvers and Plate.

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GEORGE BUTLER & CO., LTD., Sheffield, England
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More orders this month than any other since the war began. The orders average larger. Many are new accounts, the results of trial and sample orders, tests of Wilt drills.

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Not only that—

They order WILT drills because they have tested them and found them more satisfactory than those formerly used.

WILT DRILLS PRODUCE RESULTS for others. They will do it for YOU. Try them next time. Get more holes per dollar of drill cost.

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BY THE

Wilt Twist Drill Co.
of Canada, Limited

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Interstate Electric Novelty Co.
of Canada, Limited

220 King Street West

TORONTO

ONTARIO

BANK OF MONTREAL

Annual General Meeting Held 7th December, 1914

The 97th annual general meeting of the shareholders of the Bank of Montreal was held in the Board Room of the Head Office of the Bank on Monday, Dec. 7th.

The meeting was marked by complete addresses by Mr. H. V. Meredith, the President, and Sir Frederick Williams-Taylor, the General Manager.

PRESIDENT'S ADDRESS.

In moving the adoption of the annual statement, Mr. H. V. Meredith, the President, said:—

The statements presented to you will, I trust, be received with satisfaction.

While profits show a diminution compared with those of the preceding year, the shrinkage is mainly attributable to the fact that during the world-wide disturbed financial conditions which have existed, we deemed it prudent to forego the profit on a portion of our liquid reserves ordinarily carried abroad and having an earning power. These we transferred to our vaults to provide against every possible contingency, and to support, if required, the general financial situation in Canada.

I feel sure this course of action will meet with your approval.

The year, I need hardly say, has been an eventful and anxious one.

POSITION IN GREAT BRITAIN.

In Great Britain the period immediately antecedent to the declaration of war was marked by considerable ease in the money market, coupled with a slight recession in trade, following a long period of unrest and depression caused by the Balkan chaos and other adverse factors.

The outbreak of hostilities brought about the collapse of the whole financial fabric, the closing of the bourses and a world-wide financial cataclysm. For a time at least a condition of well nigh general insolvency was threatened. The steps which were taken to cope with the crisis are of too recent occurrence to require reiteration.

Britain's command of the sea was undoubtedly the chief factor in bringing about a recovery of confidence, but great credit is due to the Government and their able financial advisers for their bold and statesmanlike views of the situation and their prompt action in meeting the crisis, as well as to the Bank of England for the courage and activity with which the plans of the Government were carried out.

The great latent wealth of the Empire has been demonstrated by the patriotic response to the recent Government loan, and this is being followed by the removal of barriers to trade which is now once more approaching a normal condition.

What the consequences of the war will be must depend, I think, to a large extent on the duration of hostilities.

Whether a long period of depression and economy, in order to replace the wasted wealth of the world will follow its conclusion, whether the removal of political apprehensions and the prospect of a long era of peace will bring about an immediate restoration of prices—not alone of commodities, but of stock exchange and of other securities—it would be idle at the moment to predict.

In either event, all borrowing countries, including Canada, must expect their facili-

ties to be largely curtailed while the waste of war is being repaired.

POSITION IN CANADA.

In Canada, a period of several years of remarkable growth and progress was accompanied by large—and in some cases imprudent—capital expenditures by industrial, municipal and other corporations, and an ambitious programme of railway construction, made possible by the ease with which money could be obtained.

These conditions were taken advantage of by company promoters and speculators to bring about unduly inflated and fictitious values, and the extent to which these were carried directed suspicion and distrust of our economic position in the money markets of the world, followed by a close scrutiny of our securities and a curtailment of money supplies so essential to our development.

The ensuing check caused embarrassment in some instances, but had a salutary effect on the country in general, as it brought us to realize the fact that unproductive expenditures must of necessity cease for a while, and our efforts be directed towards development of natural resources, accelerated by a large flow of immigration.

It fortunately happened that for over a year previously, our manufacturers and merchants, preparing for such a contingency, had entered upon a period of curtailment and readjustment; and our economic position had been approaching a more normal condition. They were, therefore, the better able to meet the shrinkage in their turn-over occasioned first by restricted demands and now by the war.

I refer to these somewhat trite matters because the halt in business presently experienced may create in the public mind a more gloomy view than is warranted by actual conditions. It is well to remember that for a decade the commercial expansion of Canada was really abnormal.

A decline in the foreign trade of the country had set in before the outbreak of war, and has been accentuated by that event. In the seven months ending October 31st last, the value of merchandise imported, exclusive of specie, was \$286,800,000, or \$103,700,000 less than in the corresponding period of the preceding year. On the other hand, the value of Canadian produce exported has been fairly well maintained, having been for the seven months \$226,757,000, as compared with \$245,550,000 a year ago. The adverse balance of trade has, therefore, been reduced from \$145,000,000 to \$60,000,000 in this period, a substantial improvement of \$85,000,000, the more satisfactory in view of the practical closing of the London money market to Canadian loans. The transportation interests of Canada have also been benefited by an increase in the value of exports of United States products through our ports from \$19,000,000 in the seven months period of 1913 to \$41,600,000 this year.

LEGITIMATE BUSINESS SOUND.

I am glad to be able to say that from the reports which reach me from all parts of the country, legitimate business is fundamentally sound. While trade generally is quiet, and in many branches restricted, especially those dependent upon construction work, there is compensation, in a measure, by activities in others which provide the vast supplies required by the war.

A general suspension of new undertakings is apparent. Agriculture—the backbone of the country—continues prosperous, notwithstanding a shorter crop yield, owing to the high prices being paid for grain and other farm products. The great increase in the number and value of livestock in the Northwest is especially gratifying.

Farmers are preparing to increase the acreage of land under crop, and manufacturers are taking advantage of the situation to extend their sales where foreign competition, for the time being, has been eliminated. There is, moreover, an undiminished confidence in the future which is an asset of no little importance.

Considerable unemployment exists, but the extent of it is probably over-estimated, and I think our position in this respect will compare favorably with that of other countries.

These conditions are overshadowed at the moment by a war so disastrous and so unexpected that even yet many of us do not grasp the full significance of it all. New local conditions and new problems had to be met.

GOVERNMENT'S WISE COURSE.

The wise and timely action of the Finance Minister in providing facilities for rediscount, and in making Bank Notes legal tender, had a steadying effect throughout the country, and has enabled the Banks under all circumstances to meet the legitimate demands of business and to keep in hand ample resources against deposits.

Power was taken by the Government to declare a moratorium, but fortunately it has not been necessary to put this into effect, for all must recognize the supreme consideration of maintaining our credit in the money markets of the world.

The war, by closing the financial markets of all countries, has precluded us from obtaining capital for construction and development work, and so long as these conditions prevail it will be necessary for us to conserve our resources rather than proceed with other than unavoidable capital expenditure.

The financial fallacy of issuing inflated currency for such purpose—abundantly proved by experience of other countries—is well known, and Canada is to be congratulated on having avoided the miseries of a depreciating paper currency.

In this connection I may remind you there is a homely adage that “no one has yet succeeded in lifting himself by his boot straps.”

Nor should it be forgotten that we have a large foreign interest indebtedness to be liquidated by exports or new borrowings.

For the latter, the London market being now less available, we shall have to rely partly on such facilities as the United States market can offer and, in a measure, upon our own resources, to solve the problem of restricted trade and shrinking revenue, as well as to meet maturing interest, capital commitments, and other obligations.

FOREIGN RESERVE VALUABLE.

Our reserves abroad have proved valuable in this connection, as they are enabling us to conserve the gold supply of Canada.

War and other adverse conditions are bound to retard our progress. A period of rest and recuperation may be expected, but the future depends to a great extent upon the spirit with which the people meet the changed conditions.

Economy and prudence in the matter of expenditure, and an earnest effort to increase production of exportable articles, will in time usher in an era of active trade and renewed prosperity.

There is no question in my mind that after a pause, the duration of which will be determined by the measure of our production and by our savings, we shall again enter on a period of progress and development, and that pause, I believe, will not be long continued.

Mr. R. B. Angus seconded the motion for the adoption of the Report, which was carried unanimously.

THE GENERAL MANAGER'S ADDRESS.

Sir Frederick Williams-Taylor, the General Manager of the Bank, then made his annual address, as follows:—

Gentlemen:—This Bank is now approaching its centenary, but never before in the ninety-seven years of its history has the annual balance-sheet been presented to the Shareholders under such universally perturbed financial conditions as exist at the present time.

For the sake of consecutiveness and as a natural preface, I may say that since the outbreak of the present war all bourses have ceased to transact business. In consequence throughout the world at large Stock Exchange securities have become unrealizable, except by limited sale and slow process.

In a sense a large part of the trading and manufacturing world has undergone a course of declension towards first principles. The most readily salable commodities in large volume now are the necessities of life, either direct or represented by commercial paper, and the appliances created by man for the destruction of life.

As the President has ably reviewed the general trade and financial situation both in Canada and at the chief centres abroad, my duties are confined to an explanation of the most important features in the accounts I have the honor to submit to you and the points arising therefrom.

It is pertinent to interject that the interests of the Bank of Montreal have become of such an international character that one cannot adequately analyze and comment upon our balance sheet without at least reference to London and New York.

LONDON.

The interest taken by Canada in the London financial situation is due to a combination of firm patriotism and monetary dependence. Not only are we solicitous for the welfare of our Empire's financial centre, but the Dominion has financed its requirements in that market to an extent obvious enough to the few but only recently fully appreciated by the people of this country as a whole.

It might be added without boastfulness that this Bank's London business has steadily increased in importance step by step with the development of our country until we have attained a prestige, and

what has been termed by others a unique position among Colonial Banks represented in the great metropolis, that you, its Shareholders, can regard with a measure of national, and may I say, individual pride.

NEW YORK.

We are naturally greatly interested in New York conditions, as not only is that city the Clearing House of North America, but also the channel through which the bulk of our foreign exchange transactions pass. Further, the financial relations of the two countries become more intimate and further dovetailed with the ever-increasing establishment in Canada of branches of great American industrial companies.

POLICY-LIQUIDITY.

It is common knowledge that the policy of this Bank is conservatism, a policy that tends in prosperous days to arouse in some quarters a measure of criticism, but one meeting with unstinted approval in times as troublous as those we face at present.

Thanks to a reasonably liquid position, the unexpected outbreak of war found us not unprepared. It was an easy transition for us to convert into actual cash and bank balances, to the extent we deemed advisable, our secondary line of defence in the shape of other reserves held, as you are aware, in London and New York.

PROFITS—PATRIOTIC FUND.

As banks are not eleemosynary institutions, it is our duty to earn for the shareholders such measure of profit as is consistent with the safe employment of your capital and the deposit monies entrusted to our care. Under normal conditions our first consideration has ever, as you know, been safety, but with the financial world out of joint, we have felt it our duty, both in self-protection and in a desire to bear our share of the national burden in safeguarding the general situation, to take additional precautions. In pursuance of this policy our cash reserves and bank balances have been brought up to a percentage point that seemingly precludes danger.

Naturally the greater volume of money unemployed, the smaller our profits. Nevertheless we are gratified to have been able to comfortably earn our customary dividend, continue the semi-annual bonus of 1 per cent., and at the same time to have made, in our opinion, full provision for realized and prospective losses.

The \$100,000 gladly voted by your Directors for national patriotic purposes was taken out of the year's profits.

DEPOSITS.

For obvious reasons it is natural that bank deposits throughout Canada should decline as they have done to a slight extent, the grand total of all the banks to the end of October being \$1,144,199,224, as compared with \$1,146,739,863 a year ago. During the same period our own deposits have increased by \$7,649,836.11 exclusive of deposits made by and balances due to other banks in Canada, which have increased by \$5,570,032.53.

CIRCULATION.

Our notes in circulation are \$169,837 greater than a year ago.

QUICK ASSETS—CURRENT LOANS.

As before intimated our quick assets have increased during the year, the ratio to liabilities to the public being 55.17 per

cent. at the end of October, 1914, as compared with 49.69 per cent. at the same date in 1913. It is satisfactory to be able to state that this has been accomplished without restricting the legitimate demands upon us by our merchant and manufacturing clientele in Canada. It is the case that our current loans in Canada, which, as you are aware, are mainly to the mercantile community, are lower now by \$10,172,653.79 than they were at the corresponding date last year, but I desire to make it quite clear that the reduction was ante bellum, and that there has been an increase of over three million dollars in such loans and of over thirteen million dollars in total loans in Canada since the outbreak of war.

It is only fair to add that the wisdom of keeping our secondary reserves—viz.: our call loans—in London and New York instead of in Canada has once again been strikingly demonstrated. If the war had found us in a reverse position it would have indeed been a serious matter, not only for ourselves, but for the entire community. In other words, the wisdom of this Bank in having its call loans available outside of Canada in time of stress is now being splendidly justified.

MUNICIPALITIES.

Our loans to Municipalities stand at \$9,017,324.26, as compared with \$5,227,905.74 at the corresponding date last year. A very large proportion of this sum has been advanced in anticipation of tax payments.

Loans have been made against the security of debentures in certain instances, but only as a matter of public policy to enable our civic clients to pay for work to which they were committed, or where the health or safety of the citizens was at stake. We have felt it our duty to urge upon both our Provincial and Municipal friends the wisdom, if not the imperative necessity, of refraining from committing themselves to fresh capital outlay and of limiting their expenditure to essential undertakings. I am glad to be able to say that as a rule our advice has been well received and in most cases conscientiously followed.

PROVINCES.

I would now like to briefly recite to you the situation as we find it in our various Provinces:

PROVINCE OF ONTARIO.

General conditions in Ontario are moderately satisfactory. Crops have been quite good, with high prices, and profitable results have accrued generally to those engaged in agricultural pursuits.

The lumber trade is dull.

The production of silver in the Cobalt District shows a slight falling off.

Manufacturing has been quiet, with a material reduction in the labor employed particularly in those industries producing machinery and agricultural implements.

Wholesale conditions are reasonably satisfactory, but retail merchants are feeling the decreased volume of business consequent upon reduced wages and pay-rolls.

Urban real estate is inactive, but a lower level in prices is inevitable.

PROVINCE OF QUEBEC.

Reasonably satisfactory conditions prevail throughout the Province of Quebec, which, if less progressive than some of its sister Provinces, is also for the same reason less liable to periods of depression.

Agricultural conditions have been reasonably good.

The lumber trade has had an average year and the price and demand from

Great Britain are improving, due to the closing of the Baltic and the curtailment of the cut in Russia consequent upon mobilization.

Manufacturing industries have been quiescent with fewer operatives employed, but textile and certain other lines are stimulated by orders from abroad.

There has been little movement in real estate, but nominal values have not appreciably fallen.

MARITIME PROVINCES.

Though the Maritime Provinces are not enjoying the same measure of prosperity as a year ago, economic conditions may be summed up as being fairly healthy, and surprisingly good as compared with those the world over. This, perhaps, may be attributed to the fact that previously there has been an absence of inflation and fictitious prosperity, and consequently no severe reaction.

The farmers are more than usually prosperous. The apple crop has been large and of excellent quality, but this unfortunately is offset by the low prices prevailing.

Much money has been invested in the black fox industry, but this business has proved hazardous, and the possible result of a marked decline in prices must not be overlooked.

The demand and price for lumber declined during the early part of the year, but the foreign trade is improving with a resultant upward tendency in prices.

The fishing industry has been less satisfactory. The catch shows a reduction and lower prices prevail.

There has been a diminution of upwards of 250,000 tons in the coal mined in Nova Scotia as compared with last year, largely accounted for by the partial closing down of steel plants and other allied industries. This unfavorable feature of the situation is reflected in the manufacturing towns.

NORTH-WEST PROVINCES.

In the North-West Provinces agriculture and stock-raising are of primary importance, and all other industries and businesses are more or less directly or indirectly dependent upon the success of the farming community.

The results of the crop for the year 1914 have been satisfactory. Certain districts suffered severely from drought at the critical period, and the total yield is consequently less than last year, but with the higher prices prevailing the value of the grain produced is somewhat greater. More land is being brought under cultivation, and owing to the early harvest and a favorable autumn it is expected that a record acreage will be under crop next year.

Mixed farming is receiving more attention with gratifying results and more live stock is being raised.

The flour mills are well employed, but other manufacturing industries are quiet.

Trade conditions are not altogether satisfactory, but credit is granted less freely than formerly.

There has been a decline in realty values with few transactions.

The North-West Provinces undoubtedly are passing through a period of stress, but with their great areas of good farm lands still uncultivated, capable of producing vast food supplies, we look to the future with a justifiable measure of confidence.

PROVINCE OF BRITISH COLUMBIA.

British Columbia, after nearly two decades of almost continuous prosperity,

development and expansion in business is now suffering from reaction, accentuated by the general commercial depression and world-wide financial distress.

Agricultural conditions continue to show improvement. Crops are good, but the prices for fruit have not come up to expectations. There is a tendency to increase the production of live stock, for which the demand is good.

It is a matter of common knowledge that the lumber business has been in an unsatisfactory state resultant upon overproduction, restriction in building operations throughout the West, and American competition.

It is estimated that the total mineral production for 1914 will be 75 per cent. of last year. Consequent upon the inactivity of the smelters, the collieries also are not doing so well, and the output of coal has been greatly diminished.

The fisheries have had a successful season. The salmon run has been good, with a ready demand and satisfactory prices. The halibut catch also has been satisfactory, but the market is less so.

Provincial and municipal expenditure is of necessity being curtailed.

The year 1914 has marked an almost complete cessation in real estate speculation with a general decline in values.

NEWFOUNDLAND.

General conditions in Newfoundland, England's oldest Colony, cannot be described as altogether satisfactory.

The pulp and paper industry is normal. The catch of codfish, the great staple product of the country, has been smaller than usual and the outbreak of war practically demoralized for a time the usual markets, resulting in a slackened demand and low prices. In both, however, I am glad to state an improvement is now perceptible. The seal catch was almost up to the average, but the lobster catch has been unsatisfactory.

As trade conditions in Newfoundland are governed almost entirely by the return from fisheries, business generally is affected disadvantageously this year, and the immediate outlook is somewhat uncertain. Nevertheless, it is well to bear in mind that the Island's all-important product is a staple article of food, and it may be that the war, so far disadvantageous, may presently prove otherwise.

MEXICO.

Conditions in Mexico continue disturbed, with business practically at a standstill, and it is problematical when a more settled state of affairs may be expected.

The business of our office in Mexico City has been reduced to the lowest possible limit and is being ably conducted under exceptionally trying conditions.

THE EFFECT UPON CANADA.

Your President has adequately reviewed the general situation in a masterly manner that makes further remarks superfluous, but perhaps I may be permitted to say, in summary of my own comments, that from the financial point of view the outstanding result of the war upon Canada has been the instantaneous stoppage of the supply of British capital, to which we had become so accustomed, that sight was too frequently lost of its importance as a factor in the development of the Dominion.

Money from this source flowed to us in such increasing volume that during a considerable ante bellum period it amounted in round figures to at least \$25,000,000 per month. Canadian public borrowings from the London money market for the

seven months ending 31st July were \$177,000,000. Since the outbreak of war the inflow of such capital has ceased.

This monetary deprivation, coupled with the necessity of using our earnings and income for the purpose of paying to Great Britain interest on our indebtedness of \$2,800,000,000 to London has brought home to us the extent to which the London money market and the British investor have been our friends, indeed our partners, in what might be termed this colossal Canadian enterprise.

TRADE.

The trade situation we are now facing is that, owing to our present inability to borrow by public process in the London market, we seemingly must limit our imports to the approximate volume we are able to pay for in exports, or we must borrow elsewhere; that is, in the natural assumption that we wish to avoid reducing our cash capital.

There is an alternative, for it will be obvious to the most uninitiated that if our good neighbors in the United States desire us to purchase from them in anything approaching the volume of the past, they must, at least during the war, whilst the London market for public flotations is closed, provide us with the wherewithal in the shape of loans to our principal public borrowers. If they adopt this course, and a commencement has already been made, it will be clearly advantageous to them and to Canada.

HOW CANADA IS STANDING THE STRAIN.

In conclusion, the financial position of our country now is that, consequent upon the prompt measures adopted by our Minister of Finance, and, owing to the elasticity and excellence of our Banking system, Canada is standing the strain without collapse. We are adjusting ourselves to the heavy burden thrust upon us without warning whilst in the constriction stage, and though here and there weak spots will develop, the general structure will surely stand the strain, and we hope and believe, we, as a country, can safeguard the situation.

It is obvious to everyone in the Dominion and to our friends abroad that we are cast upon our own resources, that we are on trial, and that our future development will depend in no small measure upon the condition in which we emerge from this trying ordeal. The longer the duration of the war, the more will the colonial props of the Empire, including Canada, suffer, but good will come out of evil, for our energies will be turned to the development of our great natural wealth, particularly our vast agricultural resources, and we can then look forward with confidence to eventually emerging from present conditions a wiser people, with our affairs on a healthier, more normal and sounder basis than that with which we were threatened.

ELECTION OF DIRECTORS.

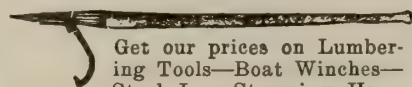
The result of the ballot for the election of Directors was declared by the Chairman as follows: Messrs. R. B. Angus, D. Forbes Angus, A. Baumgarten, Huntly R. Drummond, C. B. Gordon, E. R. Green-shields, C. R. Hosmer, Sir William C. Macdonald, Hon. Robert Mackay, Wm. McMaster, H. V. Meredith, R. Morrice, Sir Thomas Shaughnessy, K.C., V.O.

The meeting then terminated.

At a subsequent meeting of the Directors Mr. H. V. Meredith was re-elected President.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.



Get our prices on Lumbering Tools—Boat Winches—Steel Log Stamping Hammers, etc.

ARGALL BROS., - - General Ironworkers
Estb. 1860 Three Rivers, P.Q.



100 Years of Peace

Between the United States and Canada **WALKER'S CORK SCREWS** have been sold in Canada for a quarter of that time, and more of them will be sold because they are all guaranteed not to bend or break in use.

All jobbers in Canada have them in stock. Insist on getting "Walkers." Our 1914 catalogue should be in every hardware store. Write us for it.
ERIE SPECIALTY COMPANY, Erie, Pa., U.S.A.



A want ad. in this paper will bring replies from all parts of Canada.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business
WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

The PARMENTER BULLOCH CO., Ltd. GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



Write for a catalogue of Feed Cookers, made in all sizes, James Bros. Foundry Co., Perth, Ont. Western Representative A. E. Hinds & Co., 420 Chamber of Commerce, Winnipeg, Man.



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in handsome Colors.

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T. Seymour Shear Co.

Selling Agents, **WIEBUSCH & HILGER, Ltd.,** New York

A. MacFARLANE & CO. Montreal
Canadian Agents

BOLTS, RIVETS, WIRE & WIRE NAILS

Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

Turpentine Producers' Agency IMPORTERS OF TURPENTINE

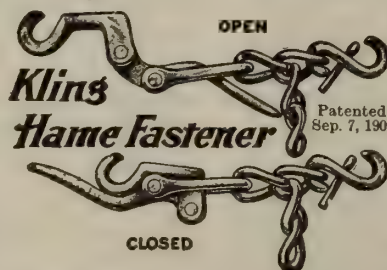
LOWEST QUOTATIONS BY WIRE OR LETTER

We Are Also Agents For
BADEN LINSEED OILS

261 MACDONELL AVE.

TORONTO, ONTARIO

Every Horse Owner Buys at Sight



Patented
Sep. 7, 1909

The Kling Hame Fastener holds the hames tight and uniform at all times. A child or woman can hitch up as easily as a strong man. Only takes a second to put on or take off, yet the horse can never open it or break it. Lasts longer than the harness. Costs the dealer \$2.25 per doz. Any jobber. Write for circular.

Look for "Kling" on the lever.

The National Safety Snap Co., Inc., Dept. 33, Wilmington, O., U.S.A.

Sole manufacturers of the Klingsnap and Kling Hame Fastener.

D. C. Ross & Co., 56 Colborne Street, Toronto, Ont.
Canadian Distributing Agents.

Metallic Nickel SHOT, BLOCKS, INGOTS

ALSO
**ELECTROLYTIC
NICKEL**

(99.80% PURE)

Prime Metal for the manufacture of Nickel Steel, German Silver, Anodes and all Alloy purposes.

**THE INTERNATIONAL
NICKEL COMPANY**

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HIGH GRADE

We have economical and correct methods of production, which means that you get bar iron that is absolutely reliable in toughness, strength and workability at the lowest prices. The consignments you receive from time to time are the same through and through. Carry a stock for your customers—a splendid profit awaits you. If you prefer we can ship direct from mill.

London Rolling Mills Co., Limited, London, Canada

Sales Agents
Manitoba, Blissett & Loucks, Limited,
Winnipeg; British Columbia, McPherson
& Teetzel, Vancouver.

BARIIRON

**NOVA SCOTIA STEEL
& COAL CO., Limited,
NEW GLASGOW, N.S.**

Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN
OPEN HEARTH STEEL

DRIVE WELL POINTS



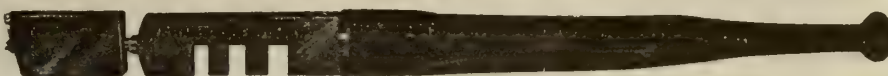
All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh. Also Tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps, Brass Wire Cloth, and Perforated Sheet Brass, Pump Leathers, Rod Couplings, Tank Lugs.

PROMPT SHIPMENTS

Otterville Manufacturing Co., Limited, Otterville, Ont.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

Agents: A. RAMSAY & SON COMPANY, Montreal.

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



Made by

A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL



OAKEY'S

The original and only
Genuine Preparation
for cleaning Cutlery

**'WELLINGTON'
KNIFE POLISH**

JOHN OAKEY & SONS, Limited
Manufacturers of

Emery, Black Lead Emery Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

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"**HARDWARE**" OLD ESTABLISHED. VERY profitable. Easy terms. This is a real opportunity. Apply to Box 116, Hardware and Metal, Toronto. (tf)

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WANTED FOR MONTREAL AND QUEBEC districts, local commission agents. Successful agencies, operating at all other important distributing centers in Canada. Address Sanitary Chemical Co., Pittsburgh, Pa., U.S.A. (50)

HARDWARE MERCHANTS WANTED.—Safety razor blades, all makes, sharpened. Durham Duplex, 50 cents dozen. Gillette 35 cents. Single Edge Blades, 25 cents. Star blades or long razors, 25 cents each, less 33 per cent. to merchants. Work returned promptly. Toronto Keen Edge, 63 Richmond West, Toronto. (1)

POSITION BY YOUNG MAN THOROUGHLY conversant with all branches of the hardware business. Has had executive experience of ten years, also road experience. Reason, owing to change in personnel of firm. Apply Box 148, Hardware & Metal, Toronto. (50)

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DOUBLE YOUR FLOOR SPACE—BY installing an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fensom Elevator Co., Toronto.

HERCULES SASH CORD



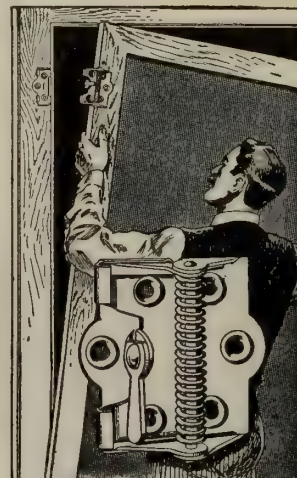
THE BEST MADE
Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
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All Wholesale Dealers Sell Them



PUMPS ALL KINDS HAY TOOLS BARN DOOR HANGERS

For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and service-ability. WRITE.

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J. H. ASHDOWN HARDWARE CO., Ltd.
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JIFFY
Detach-
able
Screen
Door
Hinge
Patented

Illustration shows door being hung without tools. Pull the lever and it's done. No more trouble with screws—the parts have only to be screwed on once. Nothing to equal it for WINTER STORM DOORS, as well as SCREEN DOORS. Made in all finishes, twelve pairs packed in a box. Be sure and have your jobber show you this hinge before buying others, or WRITE FOR SAMPLE TO

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WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

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Enclosed find \$....., for which insert following advertisement in your "Want" Ad. Page times. (For Rates see top of this page.) (Each figure counts as one word)

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Signed

Town Province

Have You Considered

The ELECTRIC WASHING and WRINGING MACHINE as a CHRISTMAS TRADE ATTRACTION?

The "NEW IDEA"

with its Complete Equipment

Swinging Wringer
Feature

Simple "Safety First"
Mechanism,

Removable Tub, etc.,

only needs
a Demonstration to make
a Sale.

It works entirely by
power taken from an
ordinary light socket.
Washes and wrings at
the same time or separately,
and does all the
work.

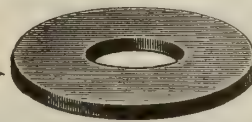
Made only by

Cummer-Dowswell Limited
HAMILTON, ONT.



Wrought and Steel Plate WASHERS

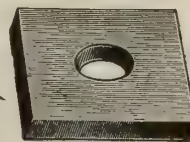
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Annealed
Rivet Burrs

Felloe Plates

Sheared and
Punched Plates



Round & Square

Plain or
Galvanized

Prompt Shipments

**Wrought Washer Mfg.
Company**
Milwaukee, Wis.

Big Profit and Satisfaction
in Selling

"AYLMER" Force Pumps



They are certain to sell
easily because it has
several advantages over
the ordinary style.

Has longer stroke, more
power, and works
easier.

While designed for
hand use it can be
readily converted into
a Windmill Pump by
the addition of a flat
bar, which screws into
the cross head at top.

It will be to your
interest to write for full
particulars now.

**Aylmer Pump and Scale
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Aylmer, Ont., Canada

LET US SUGGEST
A WINDOW DISPLAY OF

FROST KING WEATHER STRIP

During the cold weather your customers will readily purchase this inexpensive means of keeping their homes cosy and warm.

Applied in two minutes, it will keep out all draughts from doors and windows.

It is packed in attractive boxes containing 24 feet, to retail at 50c.

Put in that Window Display now and reap the profits.

Sold by all jobbers.

Manufactured by

Frost King Weather Strip Co.

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WRITE FOR FREE SAMPLE
of the most effective
WEATHER STRIP

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Our Weather
Strip thoroughly excludes wind, cold, rain, dust and snow, and the fact that the felt is glued to the bottom of the moulding, makes it the only dust-proof weather strip on the market. If your jobber cannot supply you, write us direct.

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Passes
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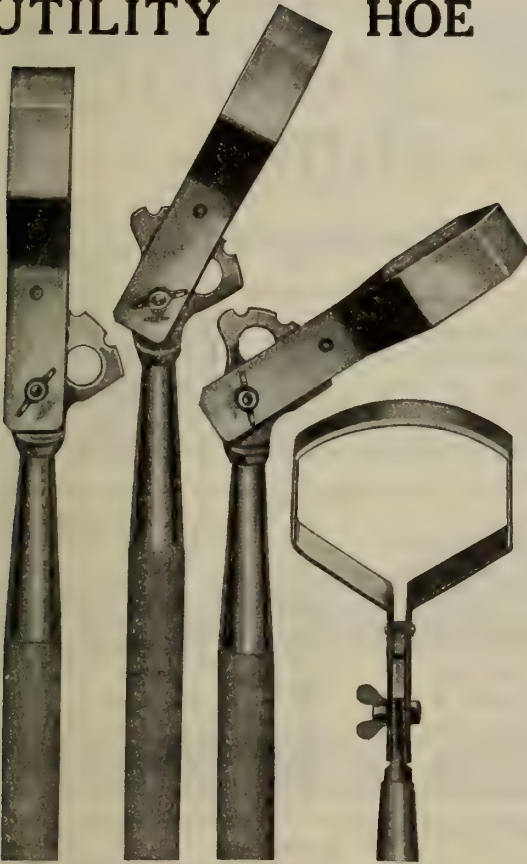
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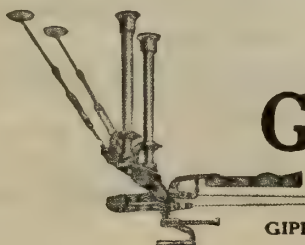
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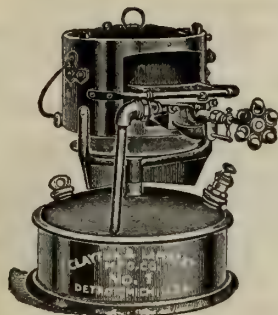
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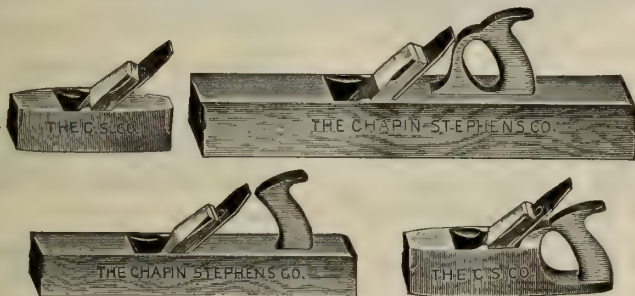
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The Stanley Works, New Britain, Conn.

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Peck, Stow & Wilcox Co., Southington, Conn.

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Steel Co. of Canada, Ltd., Hamilton.

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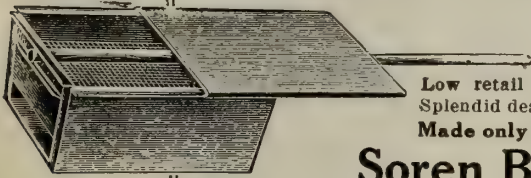
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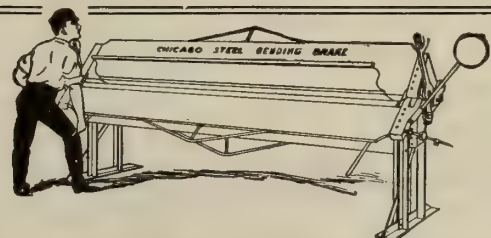
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Containing
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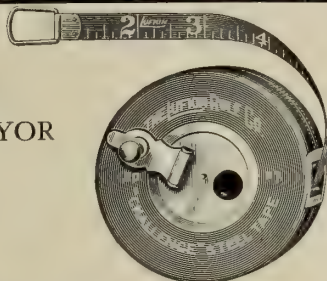
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Established 1888

Published Every Saturday

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No. 51

December 19, 1914



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The STANLEY WORKS, New Britain, Conn.
Canadian Representatives:
A. MacFarlane & Co., Coristine Bldg., Montreal.

Nails driven
obliquely on
RIB CENTER
Tighten Strap

300-FOOT COIL



IMPORTERS AND DEALERS IN

Plate, Sheet, and all Kinds of Glass
for building purposes

Manufacturers of Mirrors and Art Glass. Show Cases and Fixtures

Satisfaction and prompt service guaranteed

Excelsior Plate Glass Company, Limited

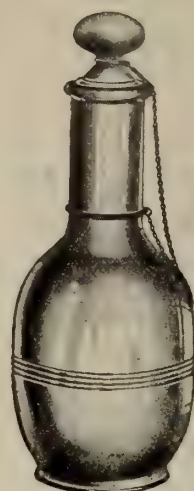
189-91 Queen St. E., TORONTO



UNIVERSAL
Coffee Urns
\$6.00 and upward.



UNIVERSAL
Vacuum Bottles
From \$1.00
upward.



UNIVERSAL
Vacuum Water Carafes
From \$3.50
upward.



UNIVERSAL
Electric Tea Ball
Samovars
\$8.75 and upward.



UNIVERSAL
Electric Coffee Percolators
\$7.50 and upward.



UNIVERSAL
Coffee Percolators
\$2.00 and upward.



UNIVERSAL
Chafing Dishes
\$9.00 and upward.



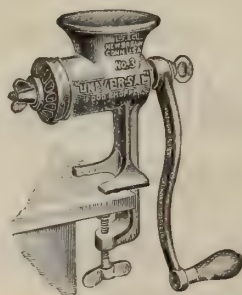
UNIVERSAL
Electric Toaster,
\$4.00.



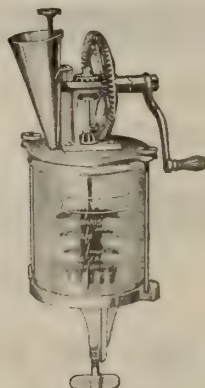
UNIVERSAL
Electric Sad Irons,
\$4.00 and \$4.50.



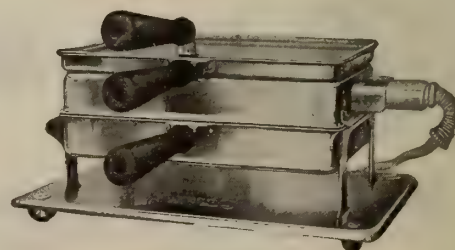
UNIVERSAL
Bread Makers
\$1.50 to \$2.50.



UNIVERSAL
Food Choppers
\$1.25 and upward.



UNIVERSAL
Mayonnaise Mixer,
\$2.00.



UNIVERSAL
Electric Grill,
\$5.00.

Useful UNIVERSAL Christmas Gifts

Labor-saving, strength-sparing devices that do away with the drudgery of housework and promote efficiency in the home.

They are distinctive in appearance, durable in construction and thoroughly efficient in operation. Inexpensive to buy and to operate. In fact, every appliance in the "Universal" line will save its own cost in a very short time.

This is a strong point to feature in selling "Universal" Home Needs, as every woman is interested in home efficiency and economy.

Articles which bear the Trade-Mark

UNIVERSAL

are known to housewives all over the Continent. By the way, have you received a copy of our new electric and vacuum bottle catalogs? If not, write for them to-day.

For prices, etc., write to your jobber
or direct to us.

Landers, Frary & Clark
New Britain, Conn.



Christmas Greeting

To the Hardware Trade



WHILE Messrs. Kitchener, Joffre, French, The Grand Duke and Little Old Serbia are busy making the alterations, we suggest that good Canadians refrain from further worry during the balance of this year and enjoy the festive season in the good old way. Canada and Canadians have everything to be grateful for, and not the least—Bright Prospects for next year.

Some Pessimists do not agree with us, but don't listen to "The Buster." Be a "Booster."

Best wishes to all our friends for 1915.

LEWIS BROS.

LIMITED
MONTREAL

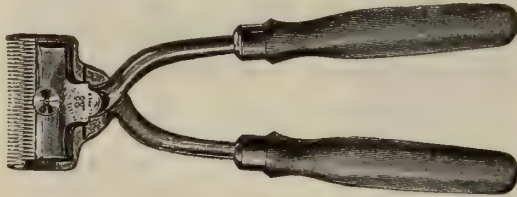


PRIEST'S HORSE and TOILET CLIPPERS

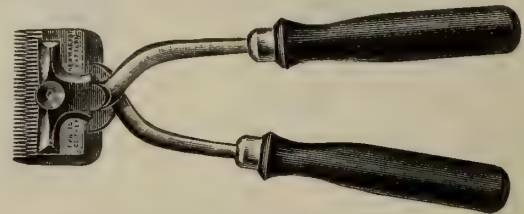
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

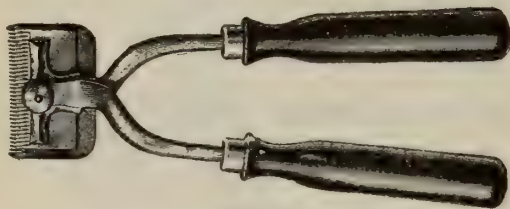
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



BALL BEARING
Retailing at about \$2.50.



NEW MARKET
Retailing at about \$1.75.



LENOX
Retailing at about \$1.50.

If you are not familiar with these goods, send for samples and compare them with others.



Hunter, Fetlock and Dog Clipper, retailing at about \$1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL
Canadian Agents for Wiebusch & Hilger, Ltd., New York City

The BRITON
DOOR SPRING & CHECK

Keeps out The "Germs."

MADE ONLY BY
Wm. Newman & Sons
LIMITED
BIRMINGHAM, ENG.

Agents: TEES & PERSSE, Ltd., Calgary, Alta.



Work on Cold Days

Make Milk Cans

We can supply the Trimmings

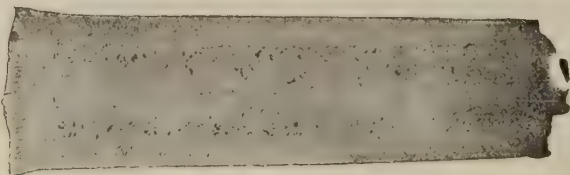
From now till Spring, you will be busy finding work for the "boys." Line up all the milk men in your locality for milk cans. We supply the tinned sheets, the solder and all the parts. You supply the labor and so keep more money in your home town. Hundreds of tinsmiths work on milk cans during their spare time in the Winter. Why not you?

And lest we forget.

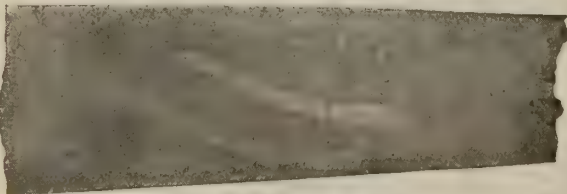
Merry Christmas
Happy New Year
and
Many Thanks for Favors
Received.

THE SHEET METAL PRODUCTS CO. OF CANADA
MONTREAL TORONTO WINNIPEG LIMITED





Split Ingot, Showing Blow-holes.



Split Ingot, Typical Armco Iron.

The Fight for Durability

Chapter IV.

Not many manufacturers know the condition of the inside of an ingot before it is rolled.

Gases that appear in the form of blow-holes, and a honey-combed condition of the interior of the ingot, play havoc with the durability of the metal, and its fitness for galvanizing or enameling.

Right here we find one of the most serious causes of rapid corrosion of Iron and Steel.

When the ingot is rolled into thin sheets or sections, this honey-combed condition prevails throughout the interior of the sheet, sometimes very near the surface. The pressure of rolling sometimes forces these gases through the thin protecting film. Heat treatment does the same. At times blisters are formed during pickling and galvanizing. What the analysis does not show, the splitting machine makes plain.

ARMCO IRON Resists Rust

With the equipment to split an ingot we are prepared to guard against honey-combed ingots being rolled into American Ingot Iron.

Very few, if any, Mills in the country have adopted this progressive step, that is the only absolute guarantee of the iron being what it should be.

Pitting, corrosion and blow-holes are closely allied. Purity and the elimination of blow-holes place Armco-American Ingot Iron in the highest rank of durable products.

The American Rolling Mill Co.



The trade mark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

Licensed Manufacturers under Patents granted To The International Metal Products Company.

Armco - American Ingot Iron Black and Galvanized Sheets, Roofing, Pipe, Gutter, Metal Lath and Terne Plate.

Middletown, Ohio

District Sales Offices at Chicago, Pittsburgh, Detroit, Cleveland, New York, St. Louis, and Cincinnati.

BUTLER'S FAMOUS CUTLERY

HAS STOOD THE TEST
FOR MANY GENERATIONS

It is made throughout on their own premises, from finest grade of steel regardless of cost, by skilled workmen.

Butler's "KEEN" and other Razor brands are BEGUN AND FINISHED at Trinity Works, NOT SENT to Germany for grinding.

*"Sheffield made,
Both haft and blade."*

TRADE-MARK "BUTLER" GRANTED A.D. 1768.

THE  MARK GRANTED A.D. 1681.

Butler's "CAVENDISH" brand (Regd.) Table Knives, Carvers and Plate.

HIGHEST ATTAINABLE QUALITY. SPECIAL.

GOLD MEDALS. GRAND PRIX.

GEORGE BUTLER & CO., LTD., Sheffield, England
London Showroom, 62, Holborn Viaduct, E.C.

CANADIAN REPRESENTATIVE:
G. A. MARSHALL 70 Lombard Street, Toronto

Gas Companies and the Public demand a Strong, Durable Gas Mantle with a high candle power, and at popular prices. The Trade can now absolutely rely upon being able to supply such a mantle in the Laddite.

Awarded
Gold Medal
Franco-British
Exhibition
1908.

Mantles
made and
supplied for
oil, gasoline
air gas,
acetylene,
and light-
houses.

THE STAR OF THE
MANTLE WORLD



LADDITE
The Mantle HARDENS
and INCREASES in
Candle Power as it burns

Full
particulars
of the
merits of
the Laddite,
together
with terms
for
wholesale
and retail
trade,
furnished on
application.

Millions of Laddite Mantles now in use
throughout Great Britain and abroad.

Manufacturers under the "Laddite Process."

The Hamilton Gas Mantle Co.

LIMITED

18-24 Ferguson Ave. N., Hamilton, Ont.



In wishing you
A Merry Christmas

we take the opportunity
to express our apprecia-
tion of the loyal support
of our friends and
customers during the
year, and hope that
1915 will bring you a
full measure of health,
happiness and success.

H. S. HOWLAND, SONS & CO.

LIMITED

WHOLESALE HARDWARE

TORONTO

WE SHIP PROMPTLY

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST



The "HATCH"

* * * * *

== PROVEN ==

The Best Value of any
"Trolley" Hanger

in the World

—————Made in Canada—————

CANADA STEEL GOODS CO., LTD., Hamilton, Canada

GREENING'S

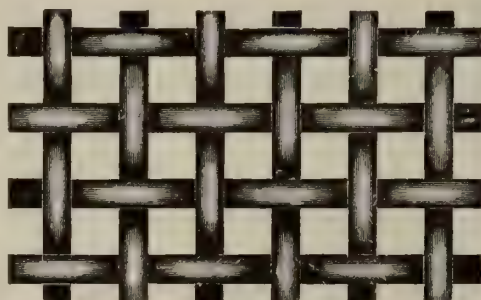
WIRE CLOTH

-

WIRE SCREENING

All grades of
Wire Cloth,
Double Crimped

Screening
Accuracy
Guaranteed.



Made of Steel,
Copper or Brass.

Galvanized and
Tinned Cloth.

Perforated
Metals.

Wire Rope.

THE B. GREENING WIRE CO., LIMITED

HAMILTON, ONT.

MONTREAL, QUE.

**WING
SCREW
BOOT
CALKS**

The STEEL COMPANY of CANADA

LIMITED

HAMILTON, CANADA



No. 00



No. 4



No. 5



No. 7



No. 8



Chuck

Book Your Orders
Now

for

Immediate and Future
Shipments

of

LUMBERMEN'S

CASE-HARDENED

WING BOOT CALKS

These calks are made specially for Loggers, Hunters, Ice Cutters, Etc. They are convenient to insert and remove, the insertion of a new set being effected in a moment.

A Chuck is placed in each box of 50 Calks.

Send for Samples and Particulars.

SALES OFFICES:

**HAMILTON
VANCOUVER**

**MONTREAL
VICTORIA**

**TORONTO
ST. JOHN**

**WINNIPEG
HALIFAX**

Another "Daisy"

A REAL "DAISY" TOO

You take just the handle in the right hand and propel it backwards and forwards like an ordinary Carpet Sweeper, when a strong suction immediately develops and every particle of dirt or dust in the track of the nozzle is arrested.

It is light and easy to work. Compact, takes up little room when not in use, and is wonderfully efficient, and can be used lino covered on wood floors, carpets and rugs. The flexible nozzle attachment enables it to be used at angle.

DAISY SWEEPER No. 2

Made of the highest grade materials, by expert workpeople, in a healthy factory. All being

ENTIRELY BRITISH

therefore meriting the confidence of the retailer and public alike.

Full particulars, trade terms and Booklet No. 77 on application.

THE DAISY VACUUM CLEANER CO., LTD.

Leamington Road, Gravelly Hill, BIRMINGHAM

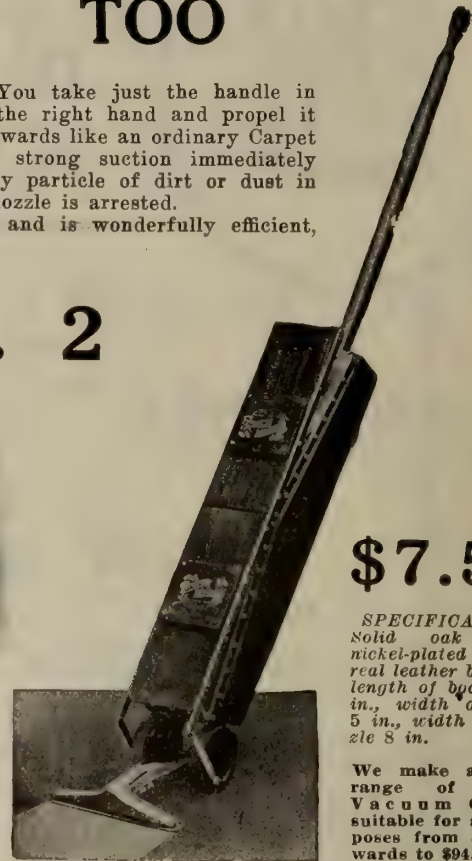
Telegrams: "Ieklean, Birmingham." Telephones: 405 and 406 East. A B C Code, 5th Edition. London Showrooms: 17 Philpot Lane, Fenchurch Street (One minute from Bank).

CONTRACTORS TO THE BRITISH GOVERNMENT.



This Illustration shows DAISY SWEEPER,

Models 1 and 2, packed in strong card cases ready for delivery. This facilitates storing, and saves the retailer the trouble of packing. The contents are guaranteed.



\$7.50

SPECIFICATION
Solid oak body, nickel-plated parts, real leather bellows; length of body 32 1/4 in., width of body 5 in., width of nozzle 8 in.

We make a large range of Daisy Vacuum Cleaners, suitable for all purposes from \$11 upwards to \$94.50.

DO IT NOW

Write your local jobber for samples of
Wostenholm's Celebrated IXL Razors

No. 1000

"Conqueror"

\$13.20 dozen.



No. 2000

"Peerless"

\$13.60 dozen.

Hollow Ground

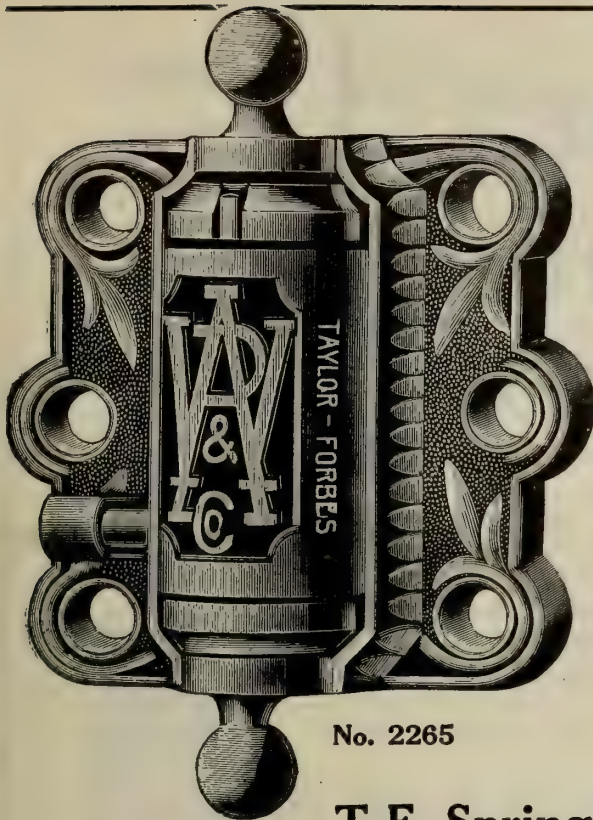
Full Concaved

Gold Etched

All former German lines of Razors, Pocket Knives and Scissors, can now be replaced in this well-known Sheffield make.

A. MACFARLANE & CO., Limited, Montreal

Canadian Representatives

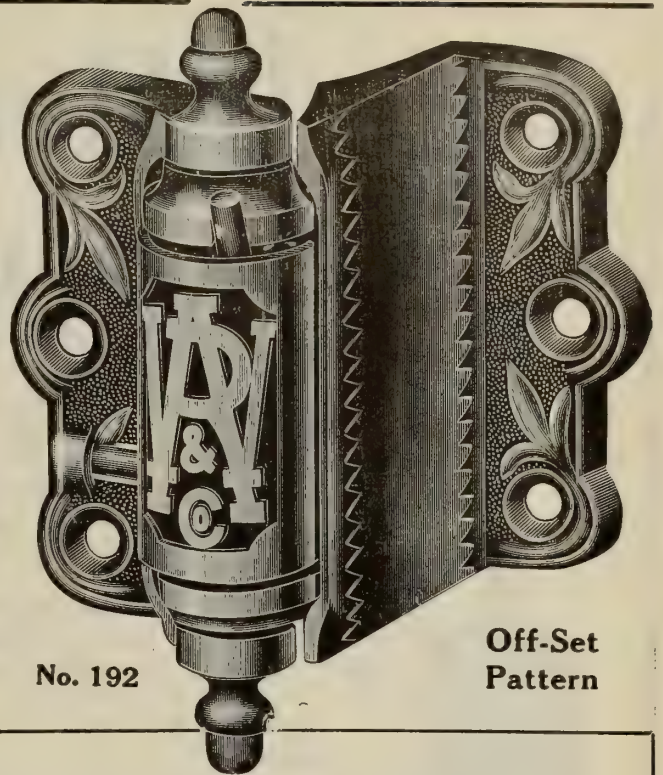


No. 2265

T-F. Screen Door Hinges

Hinge Set
No. 2265, fin-
ished antique
copper, and
complete
with screws,
one Stamp
Steel Pull
with screws,
one 2½-inch
Hook and
Eye.

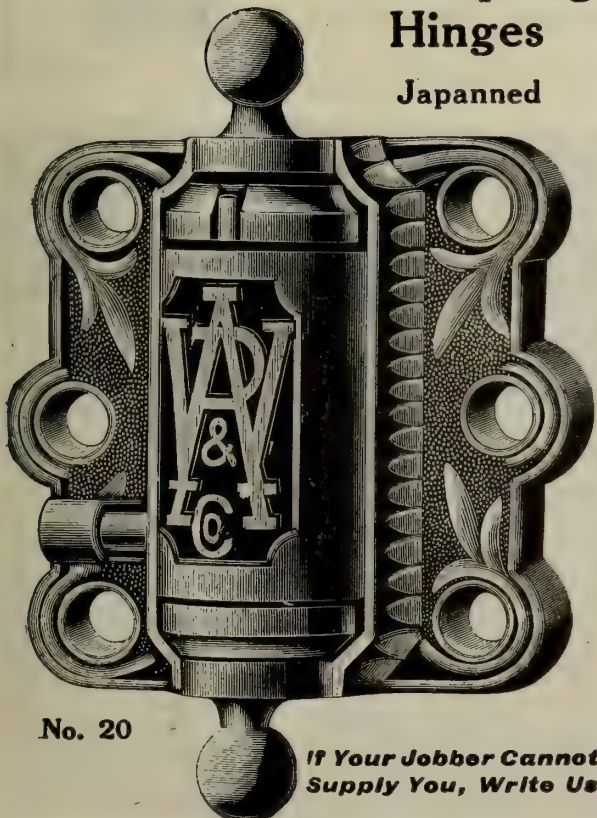
Hinge Set
No. 192, for
¾-inch Thick
Doors, Jap-
anned.



No. 192

Off-Set
Pattern

T-F. Spring Hinges Japanned



No. 20

*If Your Jobber Cannot
Supply You, Write Us*

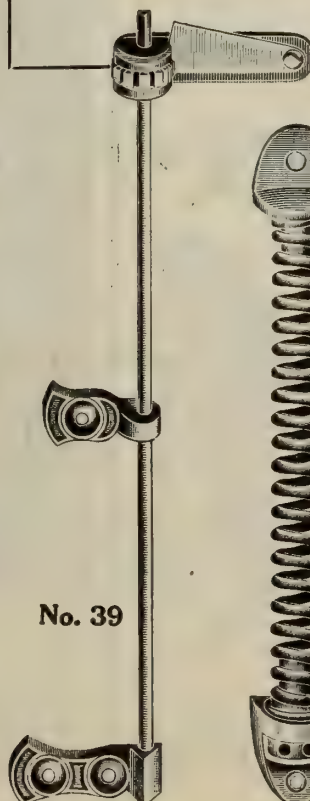
TAYLOR-FORBES CO., Limited

Head Office and Works: GUELPH, Ont.

BRANCHES AND AGENTS:

Taylor-Forbes Co., 246 Craig St., Montreal.
Canadian United Mfrs. Agency, London, Eng.
H. G. Rogers, 147 Prince William St., St. John, N.B.
H. F. Moulden & Son, Travellers' Bldg., Winnipeg, Man.
Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.

We meet all foreign competition on these lines, both as to quality and margin of profit. Be sure when ordering from your jobber to specify these made-in-Canada Hinges.



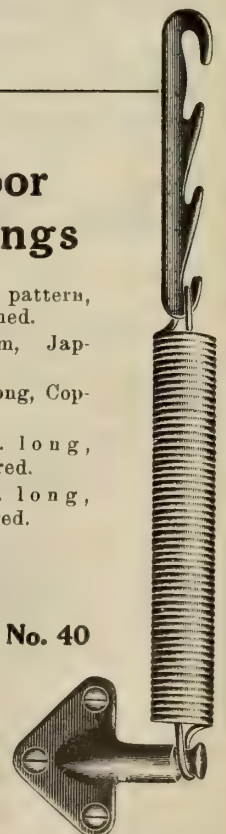
No. 39



Door Springs

- 39 Torrey pattern, Japanned.
- 40 Medium, Japanned.
- 41 9-in. long, Coppered.
- 42 10-in. long, Coppered.
- 43 11-in. long, Coppered.

No. 40

No. 41
to
No. 43

**Flexibility
means easy
manipulation**



Meakins Brushes

ARE THE RESULT OF YEARS OF
SPECIALIZATION IN THIS LINE
AND OUR AIM TO OUTSELL BY
EXCELLING.

We employ the best workmen that are
procurable and the most up-to-date
equipment.

Meakins Quality and Service will enable
you to establish a fast-growing brush
trade. Try it and be convinced.

We make a large variety of brushes. Send for our catalog and see
complete line.

Meakins & Sons, Ltd., Hamilton, Ont.

Warehouses: WINNIPEG LONDON TORONTO MONTREAL



**Quality
means
long service**



Have You Considered

The ELECTRIC WASHING and
WRINGING MACHINE as a CHRIST-
MAS TRADE ATTRACTION?

The "NEW IDEA"

with its Complete Equip-
ment

Swinging Wringer
Feature

Simple "Safety First"
Mechanism,

Removable Tub, etc.,

only needs
a Demonstration to make
a Sale.

It works entirely by
power taken from an
ordinary light socket.
Washes and wrings at
the same time or separ-
ately, and does all the
work.

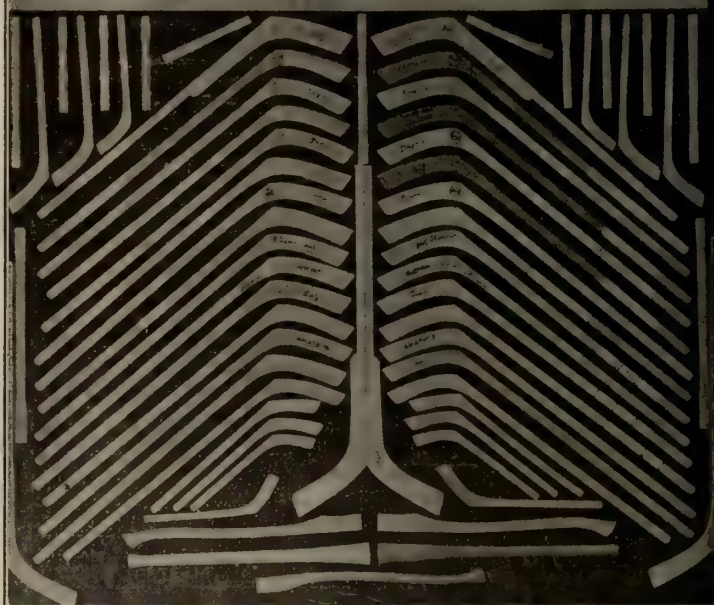
Made only by

Cummer-Dowswell Limited
HAMILTON, ONT.



ST. MARYS WOOD SPECIALTY CO. HOCKEY STICK SPECIALISTS

HANDLES FOR AXES, PICKS,
HAMMERS, MINERS ETC



BALL BATS and HOCKEY STICKS MADE IN CANADA

THEY LOOK WELL, SELL WELL AND LAST WELL.
Why buy BALL BATS in the STATES when you can get
equally as good made in CANADA?

ST. MARYS WOOD SPECIALTY CO., Ltd.
ST. MARYS, ONT.

ALWAYS AHEAD

The first choice of most wise file users is one of these famous five

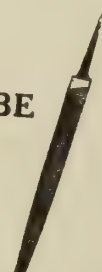
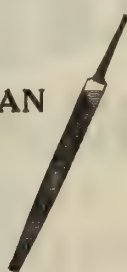
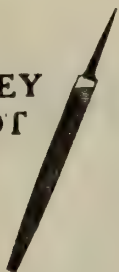
KEARNEY
& FOOT

GREAT
WESTERN

AMERICAN

ARCADE

GLOBE



Made in Canada

They are preferred for their uniform quality, their splendid balance, their swift clean work. 50 years' experience puts them first. A 60,000,000 output yearly gives them every advantage of modern methods at minimum cost.

The favorite file of most users ought to be the leaders in your stock. Teach your trade that "it costs less to use more." Show how by discarding all half-worn files they cut down filing cost—save more than the small first cost of the extra files.

NICHOLSON FILE COMPANY

Port Hope

Jobbers Everywhere

Ontario

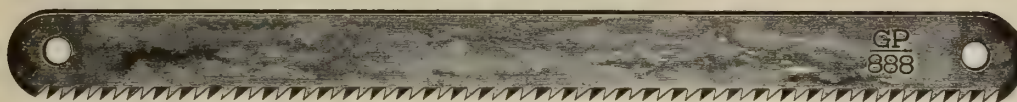
Our little booklet "File Philosophy" makes it easy for you to prove the above facts. Write for free copy to-day and tell your trade.

Goodell-Pratt's

HACK SAW BLADES

G-P

888



Represent the most Value for the money of any Brand on the market

Goodell-Pratt Company

Greenfield

Toolsmiths

Mass., U.S.A.



THE REASON WHY

You Should Carry

“WHITE” Edge Tools.

First—They will hold your tool trade. Every tool will not only give perfect satisfaction, but will prove itself so much better that your customer will demand the same kind of tool next time.

Second—They will increase your tool trade. Carpenters especially are pretty chummy about their tools, and what pleases one the others have to try. All you or we want is just to have them try them. They’re sure customers after that.

Last—They will increase your other trade by bringing new customers to your store. Just buy a small order, let your customers try them and see what they say.

The House with 77 Years’ Experience.

Send for Catalogue and Discounts TO-DAY.

The L. & I. J. White Co., 215 Columbia St., Buffalo, N. Y.

“W & B” Pipe Wrenches



WOOD HANDLE GRIPS—Length Open 6 to 14 Inches



STEEL HANDLE GRIPS—Length Open 18 to 48 Inches

These Wrenches are extra strong, frames well proportioned. The jaws are Drop Forged and tempered, giving them strength to resist the most severe strains.

Add this line to your stock of “W & B” Wrenches. We manufacture a complete line of Screw and Drop-Forged Wrenches shown in catalog No. 82, supplied on request.

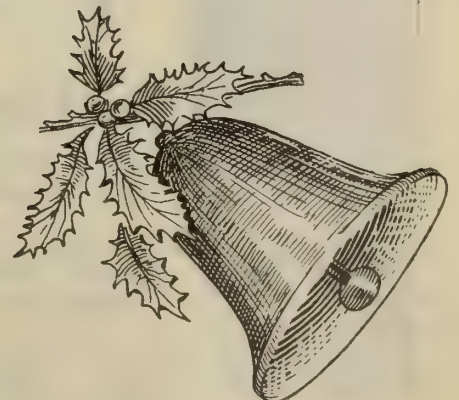
The Whitman & Barnes Manufacturing Company

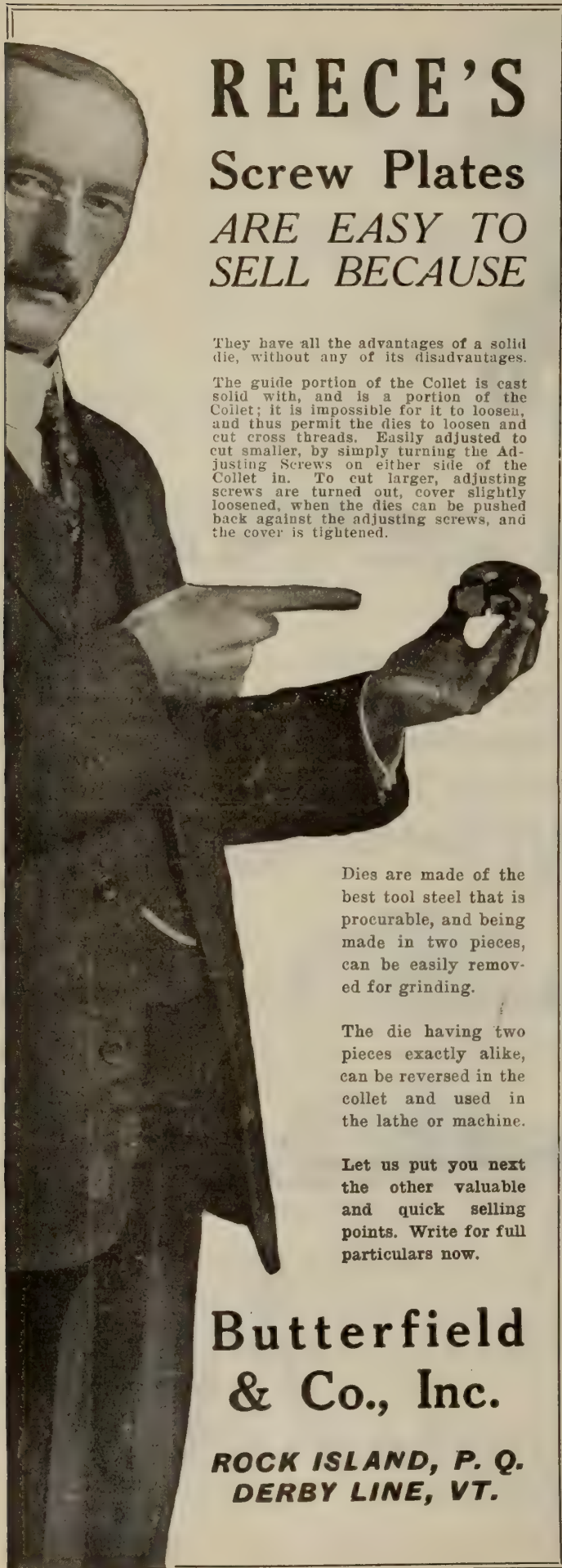
Established 61 Years
ST. CATHARINES, ONT.



WE wish all customers and friends a Joyful Christmas and a Very Happy New Year, and hope that each one will be blessed with health and prosperity in full measure throughout nineteen hundred and fifteen.

CAVERHILL, LEARMONT & CO.
MONTREAL





REECE'S

Screw Plates

ARE EASY TO SELL BECAUSE

They have all the advantages of a solid die, without any of its disadvantages.

The guide portion of the Collet is cast solid with, and is a portion of the Collet; it is impossible for it to loosen, and thus permit the dies to loosen and cut cross threads. Easily adjusted to cut smaller, by simply turning the Adjusting Screws on either side of the Collet in. To cut larger, adjusting screws are turned out, cover slightly loosened, when the dies can be pushed back against the adjusting screws, and the cover is tightened.

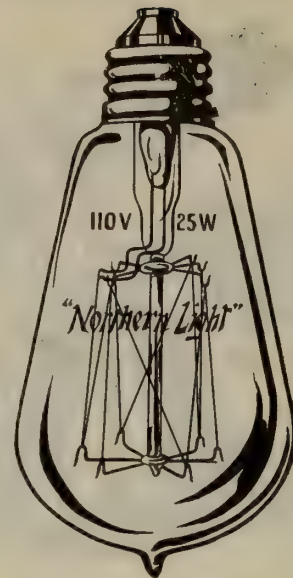
Dies are made of the best tool steel that is procurable, and being made in two pieces, can be easily removed for grinding.

The die having two pieces exactly alike, can be reversed in the collet and used in the lathe or machine.

Let us put you next the other valuable and quick selling points. Write for full particulars now.

Butterfield & Co., Inc.

**ROCK ISLAND, P. Q.
DERBY LINE, VT.**



Northern Light MAZDA LAMPS

—give your customers more light for less current.

—give you more sales for less effort.

The best lamps for you to handle if you want better satisfied customers and bigger sales.

Packed in cartons — attractive to display — convenient to handle.

Educate your customers to buy them by the box.

MADE IN CANADA

Northern Electric Company
LIMITED

Montreal
Halifax
Toronto

Winnipeg
Regina
Calgary

Edmonton
Vancouver
Victoria

Merry Christmas and A Happy New Year

We wish a most happy holiday season for our friends the hardware dealers, and trust that no troubles, either business or national, will interfere with your enjoyment of this season, when the prevailing spirit should be "Peace on Earth, Goodwill to Men."

L. S. Starrett

President

The L. S. Starrett Company

World's Greatest Toolmakers

ATHOL, MASS.



42-419

Christmas Greetings

Wishing our many
customers and friends

A Merry Christmas

The Thos. Davidson Mfg. Co., Limited

WINNIPEG

MONTREAL

TORONTO



"WIRELESS" Fibre Flashlights

Now on Sale at Most
Leading Hardware Stores

The Latest in Flashlights

Have you seen them?

Write for illustrated booklet.



Interstate Electric Novelty Co.
of Canada, Limited
220 King Street West
TORONTO ONTARIO

You can wheel the biggest stove around in a jiffy

to where the customer can best see it
if you use

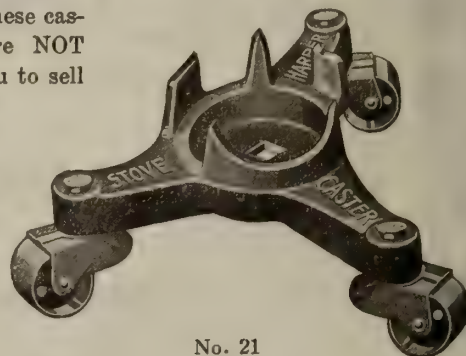
Harper Handy Castertrucks

You no doubt have handicapped your stove sales at
times, by not being able to allow your customers to
look at all sides of a stove on account of its weight.

Remember these cas-
tertrucks are NOT
made for you to sell

—they are
for you to
use, and to
increase
stove sales.

They will
last you in-
definitely.



No. 21

Chicago Hardware Foundry Co.
NORTH CHICAGO, ILL.

SPEND YOUR MONEY IN THE EMPIRE

The "Metallic" Line of Building Materials is British through and through

Whatever may have been your opinions formerly, there can be to-day absolutely no doubt of the absolute necessity of buying British and Canadian-made goods.

In this way we conserve our resources, keep our money at home, keep our own workmen employed and in turn supporting our own industries. Especially should this be done when Empire-made goods are as good or better than the foreign article. The "Metallic" line challenges the world to produce better goods or better values.

The "Metallic" Line Includes

Steel Sidings (rock or brick face); Steel Ceiling and Wall Plates (handsome designs); "Eastlake" Steel Shingles; "Hayes" Patent Lath; "Empire" Corrugated Iron; Ventilators; Skylights; Cornices; Fire-Proof Doors and Windows; Conductor Pipe and Eavestrough; Special Sheet Metal Designs of all kinds.

Write to-day for illustrated price lists and suggestions on any job you have in prospect.

The METALLIC ROOFING CO., Limited, Manufacturers. TORONTO and WINNIPEG



High Quality TOOLS

that you'll find
very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

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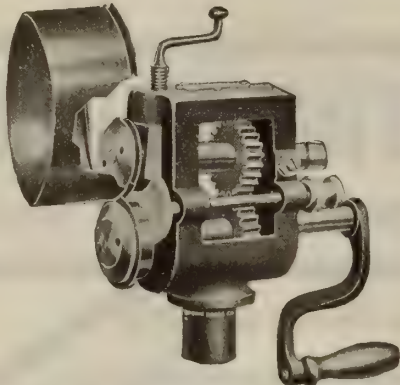
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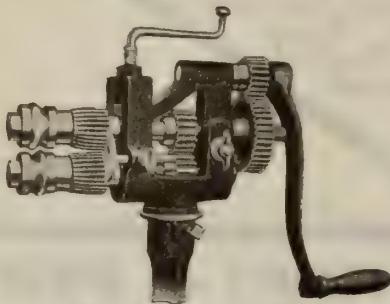
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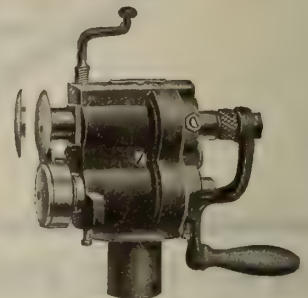
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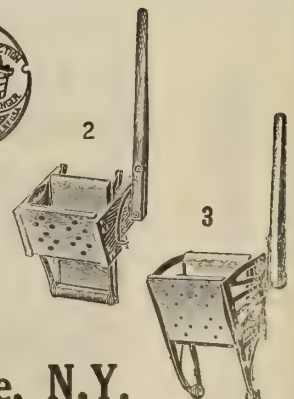
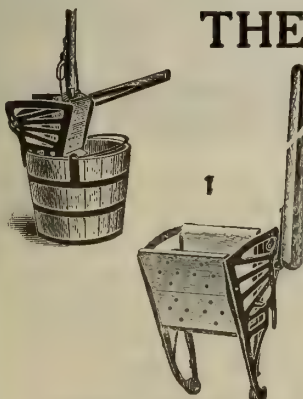
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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVI.

TORONTO, DECEMBER 19, 1914.

No. 51

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HARDWARE AND METAL

Vol. XXVI.

DECEMBER 19, 1914

No. 51

Christmas Greetings



THE TERM "A Merry Christmas" has had a new significance this fall. It has seemed almost a term of mockery, a dire sarcasm on the human race. How can the world be merry when nations are frenziedly tearing down the structure of civilization that it has taken centuries to rear and every mind is filled with apprehension for the possibilities of a future haunted with the phantoms of doubt and uncertainty?

Such has been the feeling up to the present. The world has not felt in the mood for Christmas. Why bedeck ourselves in holiday garb when our minds are more attuned to sackcloth and ashes? But now a reaction is being felt. Christmas looms up as a blessed relief, something to take one's thoughts from the grim realities of racial strife. And not only will it serve as a much needed reaction, but it will stand out as the symbol of a christianity that has been almost lost sight of in the welter of unchristian war. It will burst through the lowering clouds of doubt with the radiance of hope renewed, a tangible evidence that after all God is in His Heaven and ultimately all will be well with the world. "Before this little speck in space called earth with light was shod, great chains and tiers of splendid spheres were fashioned by his hand. Be thine the part of love and land, nor seek to understand. Go lift thine eyes from death-charged guns to one who made a billion suns, and trust and wait."

It is perhaps indicative of the better feeling that prevails in Canada that preparations for Yuletide have gone on almost as though nothing untoward were happening in other parts of the world. People are not spending money recklessly or extravagantly, but they are going ahead with their Christmas shopping just the same. Santa Claus will find his way to every Canadian home and if his pack is not filled quite as full as formerly it will at least contain enough to spread the pleasantest feeling. The uncertainty that shrouded business prospects immediately on the outburst of war has been removed to a very great extent. The certainty of a long period of trying conditions has emerged, but the limit of possible depression has been gauged and we know what there is to fear and what to hope for. Except for the all-pervading sorrow over the European tragedy, there is no reason for Canadians to find less pleasure in the Christmas festivities than in past years.

It is the sincere wish of the editors of Hardware and Metal that all in the hardware trade will find abounding reasons for a pleasant holiday and that the new year will usher in a period of bettered conditions affecting everyone.

METHODS *in* CHRISTMAS MERCHANDISING



In this department are offered suggestions which are intended to help the retail hardwareman in pushing his Christmas sales campaign. This department will be conducted regularly in each issue until Christmas. Contributions to this department from merchants, travelers or retail salesmen will be appreciated.



YOU can draw a large crowd around your show window if you have on exhibition a couple of turkeys, rabbits or by running a freak display, but in all probability your sales as a result of the display will be practically nil. Do not use your windows next week for freak displays. They are alright occasionally, but window space at Xmas time is too valuable to be used for exhibitions which simply amuse and do not have selling power. A retailer last year had a couple of turkeys in his show window for a week before Xmas day. The display attracted lots of attention but did not sell goods. The opposition store had a splendid array of Xmas goods, neatly arranged and price ticketed and found that more sales were made from the window during the last week preceding Xmas than during any other single week in the year. One man was attracting a crowd of curious on-lookers while the other was attracting buyers.

SHOW windows and display cases should be worked full time next week. Last-minute shoppers will be numerous. Each year the retailer finds that the last-minute shopper is doing business as usual. Despite the fact that during the past few years a great deal has been accomplished in the way of getting people to shop early, there are still large numbers who put-off at least a goodly share of their Xmas buying until the last week. The retail merchant and his salesmen should be ready for this class of customers—ready with suggestions and neatly arranged displays of goods. Keep the show-windows, silent salesmen, display counters, etc., in tip-top shape and push sales vigorously. A little extra effort may help to clear out some lines which if not sold and are held over may be slow sellers later on. Even though the last week before Xmas may be a busy one, time should be found to keep the stock and displays in good shape. It sometimes requires a great deal of effort to do this work when other duties are urgent, but it will pay you not to neglect it.

HOW has business been in your Toy Department this year. Has it been satisfactory or have sales lagged? Why not hire a man for a couple of days next week, or get one of your clerks if you can spare him to dress up as Santa Claus and make your Toy Department his headquarters? You can start all the children in town talking about your store. A real, live Santa Claus won't charge

much for his services for a couple of days and the advertising you will receive will probably be on a much larger scale than you could possibly secure by investing a similar amount of money in any other kind of advertising.

ADVERTISING is a modern business force with far-reaching possibilities and advertising can be made to play an important part in securing late Xmas shoppers. It is true that the form which advertising should take depends largely upon conditions. Whether it will be in the form of circulars, newspaper advertising, personal letters, etc., depends in large degree on the merchant, the store and the location. Some merchants are handicapped on account of not having good newspapers available, but in other cases there are good newspapers available but they are not used by the merchant. Undoubtedly a good advertisement will draw business. Unless the retailer figures his advertising as an investment and uses care and good judgment in preparing the copy he had better keep the money in his pocket. Too much care cannot be taken in preparing effective advertisements and in properly looking after the customers' wants when attracted to the store by the advertisement.

ONLY four more shopping days before Xmas. Less than a week to clear out the balance of your Xmas stock. Have you given the goods a fair show? Is there any line which you put into stock, thinking that it would make a good Xmas line but which has proven to be a slow seller? Has it been a slow seller owing to your lack of aggressiveness in placing the goods before the public? Have you simply placed the goods in stock and waited for the demand? Ask yourself these questions. If you are to blame it is up to you to get busy and make the best of the few days Xmas shopping which are yet to come. A good line of goods is frequently condemned by retailers when as a matter of fact the retailers themselves are largely to blame.

SUCCESS in retail merchandising comes largely through keeping the overstocks down, buying right, keeping the variety up, keeping the goods clean and plainly marked, keeping the bargains attractive, keeping the public informed, treating customers courteously, keeping the store and its people clean—keeping at it all the time.

Retailers' Relations to New Compensation Act

They Are Excluded from Part 1, Which Compels an Assessment for Every Employee—Liability for Injuries to Sales Clerks Same as Under Old Act—For Other Employees Liability Increased—Must Pay Assessment for All Elevator Men.

From staff interviews with members of the Compensation Board.

WITH the late announcement in the Ontario Gazette of a series of regulations approved by the Board, and passed by an Order-in-Council of the Provincial Cabinet, the working out of the Workmen's Compensation Act begins to assume more definite shape. In this article an effort is made to present to the retail merchants the main features of the Act, and, in more detail, its provisions as it applies to them directly. These are the more important, as it is understood to be the wish of the Board to include all establishments at some future date in the active control of the Board, and in that case it would be well for the retail merchants to have a clear understanding of the Act as it now stands upon the statute book, and also to follow its operations in order that they may be able, if the time comes for a decision, to reach an intelligent conclusion as to their future attitude.

Retailers Not Included.

The most important feature probably of the new regulation, is that they make it clear, once and for all, that wholesale and retail mercantile business establishments are excluded from the active operation of the Act. That is to say, that the employees of retail and wholesale stores are not included in the classes for which the employer is compelled to pay an annual percentage of the wages, and out of which lump sum the Compensation Board will pay out the specified amount in case of injury. So far as employees of retail stores are concerned, therefore, the position remains, with one exception, pretty much as it was before, and in case of damages the store will not be the arbiter, but the case must either be settled as between employer and employee, or come before the court as an ordinary action. In other words, retail as well as wholesale establishments come under Part 2 of the Act.

Comes Into Effect Next Year.

The Workmen's Compensation Act of Ontario was passed in the 1914 session of the Legislature, after an extended investigation by Sir Wm. Meredith. It covers the question of compensation for accidents happening to workmen in the course of their employment, and will be brought into effect at the beginning of

the year 1915. The part of the Act to be administered by the Board is called Part 1. This does not apply to all employment, but includes a very large number of industries, chief among them, manufacturing, building, lumbering, mining, transportation, navigation, the operation of public utilities, etc.

In the case of all employees in industries in Schedule 1 the Board levies an assessment and collects an accident fund, out of which the compensation to workmen is to be paid, and employers are not individually liable to pay this compensation. In the case of Part 2, the employers do not pay into the general

fund, but are individually liable to pay a compensation when an accident occurs.

The compensation for the injury is on a much wider basis than under the old Act. And it is not decided, to nearly the extent it was, by the question of negligence or absence of negligence on the part of employer or workman. The only places where compensation is not payable, providing the accident arises out of and in the course of the employment are (1) where the disability lasts less than seven days, (2) where the accident is attributed solely to the "serious and wilful misconduct of the workmen and does not result in lasting or serious disablement."

It is also provided that there can be no agreement to forego the benefits of the Act, and that no part of the amount payable to the accident fund by the employer is chargeable against the workman, nor can the compensation be assigned, charged or attached except with the approval of the Board. It is also provided that the employer himself may be carried on the list, at a reasonable salary, not exceeding \$2,000 per annum, and compensation may be paid for out of the general fund, like the case of an ordinary workman.

It is understood, of course, that compensation under the Act prevents further acts under the common law for the same injuries.

The scale of compensation is given elsewhere in this article, and it is an important feature of the new system that the money is payable periodically rather than in a lump sum, and as a rule it continues during disability or during life, as the case may be. It is also provided that where the impairment of earning capacity does not exceed 10 per cent., the compensation is fixed by the board in a lump sum, unless the board think it is not to the advantage of the workman to do so. In all other cases the board may fix the compensation at a lump sum if it sees fit.

The general division of the operations of the Act includes No. 1, which requires all question as to the right of the compensation and the amount to be determined by the Board and its officers instead of in the court. The employer is required to notify the Board within

THE R.M.A. STAND ON EXCLUSION.

The Retail Merchants' Association, Ontario Branch, opposed the inclusion of the retail trade under the Workmen's Compensation Act on the present time retailers could secure accident insurance on employees from insurance companies at a very low rate. At the same time, the Association states, the retailer need only insure those employees whom he thinks are liable to injury and can omit the others. This means that whereas if the retailer had been included in the Act he would have had to pay a premium for every employee, he now by obtaining insurance from existing insurance companies has only to pay for those he wishes to insure against accident. While it is, of course, impossible to say at this early date the basis of the premiums under the new Act, the Retail Merchants' Association felt that it would not be to the advantage of the retailer to be under it.

Another consideration was that if the retailers had been included, they would have been compelled to insure every employee, where as now it is optional. They felt it would be a stroke against the freedom they now enjoy.

three days of any accident happening to a workman in his employ. A workman, on his part, must give notice of the accident to the employer as soon as possible, and must make claim for compensation within six months.

The Old and the New.

There are several important points in which the new law differs from the old. Under the old law any workman had no right to recover anything unless the negligence of the employer could be proved. If he was himself guilty of negligence which contributed to the accident, he could not recover any damages. If, further, he was injured by the negligence of a fellow workman, he was barred from recovery. Moreover, if he was presumed to have voluntarily assumed the risks of the employment, he was also barred from recovery.

The new law allows none of these bars to hold. The theory is that where a workman it injured, his own misfortune or the needs of his widow or children are none the less because he or someone else was or was not to blame. He can recover or his dependents can recover, irrespective of negligence or any other circumstance, such as before mentioned, except that the accident must not be attributable solely to his own "serious and wilful misconduct." Even in this last mentioned case he or his dependents will still be entitled to recover if the accident results in serious disablement or death.

More Equitable Damages.

The other great advantage of the new law for the employee is that formerly a lump sum of damages was fixed by the jury or judge, and like ordinary punishment, varied greatly in different cases. Under the new law there is more equitable rule, because all of these amounts are fixed in advance, and apply to all cases.

The advantage of the periodic sum over the lump sum payment is obvious, as frequently damages recovered by a widow or children have been badly invested at one time or otherwise lost, and probably they would be dependent in the end.

Another advantage is the prevention of action in law. These frequently lasted a long time, and very often they were appealed by the employer to take them from one court to another, causing heavy expenses and frequently deterring the employee who had a good case from entering action at all.

The method of operating the Act is to require all employers in the industries quoted in schedule one to send to the Board a statement of the amount of wages paid, and expected to be paid by them, for their individual employees.

SCALE OF COMPENSATION.

If the accident results in death and the workman leaves a widow but no children, the widow is entitled to a monthly payment of \$20 a month.

If he leaves a widow and children the payment to the widow is \$20 a month and \$5 a month for each child under 16 years of age, not exceeding \$40 in all.

If he leaves children only, the payment is \$10 a month for each child under 16, not exceeding \$40 in all.

If the workman was under 21 years of age and his dependents are his parents or one of them, such parents or parent will be entitled to \$20 a month until the workman would have become 21 years of age, or for such longer time as the Board may determine.

In the case of other dependents they are entitled to a sum reasonable and proportionate to the pecuniary loss occasioned to them by the workman's death, as determined by the Board.

The necessary expenses of burial \$75, are also in all cases to be paid.

All the above is governed, however, by the provision that in no case is the compensation to exceed 55% of the workman's earnings in the employment; and all provisions for compensation are subject to the proviso that no salary or wages of a workman shall be reckoned at more than \$2,000 a year.

In the case of a widow who marries again the periodical payment ceases on her marriage, but she is entitled within a month after her marriage to a lump sum equal to two years' payments.

Where the accident results in total disability of the workman, he is entitled during the continuance of the disability, whether for life or temporarily, to a weekly or monthly payment equal to 55% of his earnings in the employment. Where the workman is only partially disabled he is entitled to 55% of the impairment of his earning capacity.

There are many classes of industries, and out of the assessment received for each class are paid the damages for injuries to employees of that class. Each class must stand by itself. Provision is made for compelling the payment of compensation by having judgment entered in the County or District Court, or otherwise.

If after a year or period of years it was found that the payment entered upon by any particular class exceeds the requirements for payment out for injuries, the rate will be reduced from time to time.

Exclusively Retail Business.

An important ruling as announced in the Ontario Gazette relates to industries that are carried incidentally in connection with exclusively retail businesses; for instance, in men's and women's clothing, whitewear, skirts, collars, corsets, hats and caps, furs or robes.

These firms are excluded from the operation of the Act. Where the carrying on of this business is a manufacturing industry it is included in the operation in Part One of the Act.

Among other industries carried on and part of and in immediate connection for the purpose of an exclusively retail business which are excluded from the operation of Part 1, are watch, clock and jewelry making and repairing; boot and shoe making and repairing, harness making and repairing, business of an optician, tinsmithing and tinsmith repairing, paper cutting, drug manufacturing, coffee grinding, etc.

Connected With Retail Business.

Certain industries which may be said to stand by themselves are excluded where less than six workmen are usually employed, among these being, manufacturers of cheese or butter, the construction or operation of telephone lines or works, the manufacture of artificial limbs, power laundries, dyeing, cleaning or bleaching establishments; the operation of threshing machines, etc.; manufacturers of feathers or artificial flowers, confectioners, etc.

Another clause which relates to "side lines" carried on in retail establishments provides that where less than four workmen are usually employed some industries are withdrawn from Part 1, where they would ordinarily be included, such as machine shops, repair shops, tinsmith shops, blacksmith shop, cabinet work, upholstering, picture framing, etc.

Part 2 of the Act, it has been stated, includes establishments such as retail and wholesale businesses in which the employers are not required to furnish a list of employees, and pay so much

(Continued on page 33.)

The Value of the Wholesaler of Hardware as a Distributor, and Reasons Why He Is Essential*

By Geo. F. Baldwin, Rogers & Baldwin Co., Springfield, Mo.

THE unrest and agitation characteristic of the age of which we are a part is loosing its criticisms and invectives upon every phase of modern institution and activity. Reform is the hand-maiden of progress. We must, therefore, have social reform, religious reform, educational reform, civic reform, literary reform, art reform, legal reform, economic reform. The wholesaler of hardware is coming in for his full share of criticism, he is receiving his full share of abuse and complaint. Students of economy, would-be statesmen, retailers and consumers are rising forth and denouncing the present system of distribution, blaming it for the high cost of living, finding fault with it for the difference between cost to producer and cost to consumer. It may appear that this dissatisfaction with the economic value of the jobber is proving hard upon him, and may serve as a death blow to him, particularly if he be a wholesaler of hardware, for in his line is the mail order business especially large and threatening. On the other hand, however, if such dissatisfaction prevails, the jobber rejoices that it has appeared openly and taken definite shape, for thereby can he assert himself, thereby can he enlighten the minds of those who truly know not whereof they speak, thereby can he prove, by educational means, as is his right, that he occupies a proper economic position in the commercial world. It is now his turn to challenge the critic, the dissatisfied. Is he not a valuable factor in the community of which he is a part?

Is he not distributing the supplies in demand, if facts were known, at a far better price than that at which they could be obtained from the respective factories? Is he not penetrating to the most remote localities of our great country with his needed supplies and impor-

tant business information? Is he not acting as a veritable banker for a large percentage of his creditors? Does he not stand as a valuable clearing house for the retailer, offering for sale only such articles as are true and tried? Are not his actual services to his patrons worth the meagre profit which is his? The manufacturer himself is not complaining. He knows that his line can be placed in the hands of the ultimate consumer to the best advantage when passing through the hands of the jobber. There is no issue to-day of any manufacturer preferring to do business without the intervention of the jobber. Large manufacturers will admit that if they went to the trade themselves, they would have to add at least 28 per cent. to the present price, in order to cover the expense of adequate salesmen to reach the same class of trade which is now reached by the jobbing house. Another significant fact is that intelligent hardware men all over our land are recognizing the indispensability of the jobber to the extent of embodying their belief in him in a very definite set of resolutions drawn up at their national conventions.

"Resolved, That we oppose and condemn the tendency of our legislators, both State and National, to enact laws having for their object the harassment or elimination of the so-called middlemen, who are, we believe, the strength and backbone of every community.

"Resolved, That we believe the interests of the ultimate consumer can best be served by our present system of distribution, namely, having well-chosen stocks in every town and village in the country, with competent and intelligent men in charge of same, rather than a few stocks of merchandise in the centres of distribution."

Scholars of the subject are declaring that the jobber is as necessary to the manufacturer and retailer as a "bridge is to a chasm," and it is through this medium that a great volume of business can be most economically conducted with due regard to the equities of the ultimate consumer. Who, then, is making the complaint, and why? When a reformer starts out he must needs "hew close to the root of the trouble and not

leave any taint of the disease." If he wishes his jobber and traveling man out of the way, why not also the retailer, with his coterie of employees with their expenses, thus allowing the consumer to buy direct from the manufacturer, saving a retailer's profit, a traveling man's profit, a jobber's profit? But would such be the case? Further investigation of facts proves that a dilemma would ensue. How much would he then give for the service of a local store should he undertake to build even so much as a dog kennel? No more than the profit which it has asked for its service.

The National Retail Association has declared the jobber to be the very strength and backbone of his community. Every man has a certain pride, a certain interest in and responsibility for his community. The life of that community depends largely upon the success of its business establishments and enterprises. Give a community commercial prosperity and inevitably there will follow intellectual, moral, physical progress. And such prosperity is born only of home patronage. The greatest enemy the country town, small city, can have is the mail order house. The fact that, in the last ten years, eight of the greatest States in the Union have lost in small town population is significant. Of this number Pennsylvania leads. Catalogue houses openly admit that the Keystone State is the largest buyer of mail order goods among the commonwealths. Such facts make it apparent that the country merchant will go out of business if the local market falls into the grip of these foreign concerns. Another economic result is the objectionable tendency to concentrate population and industry in the already congested city. Further, it is not the names of the mail order houses which appear upon the lists of community philanthropists. It is the merchants and jobbers of your own locality who constitute the bulk of givers to charity hospitals, good roads and civic improvement. Is it the right of the retailer or consumer to place his trade with the foreign centre when home enterprise is contributing to the upbuilding of his town? "The Hardware World" prints a short poem, which is pertinent:

*The National Hardware Association of the United States recently conducted a contest for the best articles written by travelling salesmen, on the subject of "The Value of the Wholesaler of Hardware as a Distributor, and Reasons Why He is Essential." The contest was participated in very generally by salesmen throughout the country. Five prizes were offered. The subject is one in which Canadian Hardwaremen are greatly interested, and we decided to publish the five prize-winning articles for the benefit of our readers. The first prize article appeared last week—Editor.

A COMPLAINT.

This town is going to the dogs, I always said it would;
The people don't turn in and help a neighbor like they should.
I've always thought we all should aid a fellow in his fights,
And when he gets the worst of it, should help him get his rights.

But do the people do like that in this community,
When I have trouble like I have, do they come helping me?
For instance, with the railroad I have got some trouble now,
Have people helped me as they should to fix that little row?

You see, I bought some shingles from Chicago, where they're cheap,
I saved a dollar on the lot, for here they're pretty steep.
I needed them, and right away, the rainy days were near,
The railroad took a month, at least, to get the shingles here.

And when I got them, half a bunch was missing from the lot.
I guess it was the better half—the poorest ones I got.
The freight bill was another fright—they overcharged me, too,
And I won't pay it, not a cent—I won't be robbed, would you?

But I can't get the shingles now, nor get my money back.
The railroad will not give them up, it's raining in the shack.
The merchants they won't do a thing—I think it it a crime,
They ought to rise and make a kick, and bring that road to time.

Such a complaint is typical of the complaints now rising from a portion of our populace against the jobber. They come from those who are sending their small bits of capital off to a foreign counter, expecting home merchants to assist them out of the difficulties into which they fall by means of their larger capital. But, you say, we have a right as buyers to fair prices. Duty to your community does not justify us in standing meekly by and knowing ourselves to be robbed. This, however, is not all. Are you robbed? Does not the mail order in the end amount to the same thing you would pay your home dealer? And what is that service which the jobber is rendering you and for which you think you are paying an exorbitant price, when, in reality, his compensation is only just and fair. If the manufacturer, as he frankly admits, would be compelled to place his business upon a higher basis of cost to meet the expense of distribution

to some twenty thousand retailers of this country, surely your wholesaler is earning the small profit which you are grudgingly paying him.

To-day the manufacturer has between four and five thousand salesmen traveling through the land at the expense of the wholesaler, offering his goods in addition to those of hundreds of other manufacturers, in the most remote sections of the country. His goods rest upon the shelves of some eighteen or twenty thousand retail houses. It would be practically impossible to estimate the tremendous expense of traveling salesmen in reaching with a single line of goods this many retailers, widely separate and remotely located. This works both ways—suppose the retailer himself were trying to secure from hundreds of separate manufacturers the order which he places in the hands of one jobber's traveling salesman. In addition to his having to possess both the accurate addresses of hundreds of firms and standing credit with them, his mailing of orders, checking up of invoices, mailing checks and receiving receipts would amount to no small expenditure, both of time and money, granting even that he secured minimum freight rates and packing charges. It is agreed that the secret of success in merchandising is to do the maximum amount of business on the minimum amount of capital. Such a policy would be far from possible if the retailer is to buy direct from the manufacturer. Not only would he be forced to anticipate his wants, in some cases weeks ahead, while the nearby jobber has the goods waiting for him, and in many cases can ship the same day the order is received, but also the large lots in which he would be forced to buy to secure a minimum charge would both consume surplus capital, cause overstocking, and the interest alone would make up for any differential there might be between manufacturers' and jobbers' prices. The most prosperous retailers are those who are buying often and in quantities to suit their immediate requirements, thus keeping their stocks fresh, their assortments complete and up-to-date, and at a minimum investment of capital. Surely they can find nothing but the utmost satisfaction in their friend and servant, the jobber, whose economic value in this light they cannot fail to recognize.

Take the finances of the business. Here both retailer and manufacturer are deeply indebted to the jobber. The retailer is making a veritable banker of the jobber. He is requiring him to carry his accounts four, five and even six months, when, if he remedied his fanciful wrongs by purchasing from the mail order house, he would have to pay in advance, or from the manufacturer, in

from 10 to 30 days, and if he failed to do this his account would probably be cut off. The jobber is, for the most part, glad to serve his patrons in this way. Very often he is personally acquainted with his customer, in case of sickness or crop failure, he is conversant with conditions in his community, he knows the moral standing of the debtor and he is justified in extending leniency which would be impossible to a distant manufacturer.

Have not you, of the general public, perceived a decided advantage in the present system of distribution, to yourselves? Has it not occurred to you that so keen is the competition of the large numbers of jobbers on various lines of goods that they are making not more than 2 per cent. on the turnover of their business? Can you not see the obvious result if each manufacturer were distributing his own line of goods? There certainly would be very little, if any, competition, hence each producer could secure his own price with but little difficulty.

Shall we call the actual service which this jobber is rendering his customers worth nothing? They are using him for every conceivable purpose. No doubt those who are calling out most loudly for his total elimination are those who are making daily trips to his supply house to restock vacancies, to fill emergency calls. If they have an inquiry for price on an article not in stock, instead of looking it up from the catalogue, as any trained hardware man can do, they go to one or perhaps six jobbers and they have the looking up to do. Possibly six men quote prices on five or ten dollars' worth of goods to a retailer who little dreams of making any return for the service rendered to him.

And are those of you who are demanding the elimination of the jobbers' salesmen as a remedy for existing ills fully conscious of the service they are rendering you? It has been said that a good traveling salesman is a one hundred per cent. man. He is 50 per cent. in the favor of the retailer and 50 per cent. in the favor of his employer, thus giving both a square deal. He is a traveling encyclopedia of hardware information, keeping the dealer posted on market conditions as well as on goods and prices to an extent which no circular can attain. Not his alone to solicit trade from the retail merchant. He assists him in selecting his goods, in selling and learning more about his goods; he advises him as to arrangement of and changes in stock; he gives him ideas for attractive window decoration; he is willing to sell him any quantity of an item he may want, and at the same time will prevent him from buying more than he should. Perhaps you, who are complaining of his

very existence, have a particular friend among his number who is giving you priceless inside information, or helping you out of many a tight place with other firms than his own by his general stock of commercial knowledge gained from his association with traveling salesmen in other lines. And are you forgetting, too, not only that your jobbing house is sending him to you regularly with comparatively little expense to yourself, but is offering only such wares as it has thoroughly investigated and has confidence in to the extent of being ready and willing to stand between retailer and consumer in its behalf. What if yours were the task of investigating and testing all new articles placed upon the market?

But the mail order house still allures you. Best forget that. It is a blind trail. Every business man knows that the "cat houses" are giving you the inferior quality which your lower price deserves. The following pointed anecdote is told which serves as a fine illustration of mail order transactions. A retailer purchased from a catalogue house a buggy which he set up in one corner of his establishment all wrapped and crated just as it had come to him. When he had a customer for a buggy, who he discovered was figuring also on sending to the mail order house, he offered to sell the one which he had purchased for the listed price, promised to make prompt delivery. The customer immediately demanded to see the buggy, though the dealer had shown him the picture in the catalogue and elaborated upon the description therein. The customer was insistent, but the dealer very politely pointed out that the customer could not see it were he buying it from the mail order house, that he would pay his money in advance in addition to freight charges, and that the home dealer was worthy of similar treatment. The customer could not fail to catch the point. Then the dealer began talking quality and turned to his own line of standard buggies again. When he had his customer interested, he did have the catalogue house buggy set up beside his own and his customer was prompt to recognize the difference, making the purchase and becoming a permanent patron. This is only a fair and legitimate cure for those who fail to realize that less money is bringing them inferior quality through the mail order house.

To you who keep harking back to the producer, there might be suggested the thought of an up-to-date salesman of a Western firm. He is of the opinion that the function of merchant and farmer is but little different as regards production. The merchant gathers from all quarters of the globe his commodities, takes them from where they are produced to where they are needed, and in so doing has produced a valuable service. Is he not

equal to the farmer, who gathers the resources of nature and collects them in the form of cabbage? Each fills a want. Each is a producer.

Wherein lies the difficulty, then, you say. There must be some discoverable source for the discontent which prevails against the jobber. Perhaps, yes. Perhaps the retailer himself is making his demands of the jobber too great and expecting him to meet them without increased cost of doing business. Perhaps he utterly fails to understand his jobber and his complicated business methods. Perhaps he has the preconceived idea that his wholesaler is overcharging him and is not even making an effort toward co-operation with him on price or on return for service rendered. And, far more probably on the average he is splitting up his business so fine, that what each jobber gets amounts to almost nothing.

Better get in the line with boosters than instead of knockers. You may yourself be responsible for a large portion of the ills with which you are blaming your wholesaler. Instead of joining the rank of unintelligent complainants, take the more generous view of President Mitchell, of the National Hardware Retailers' Association, when he says, in speaking of the jobbers—"Sometimes they step on our toes and sometimes we step on theirs, but it is all in the course of regular business, and we are always glad to come in contact with them and for them to come in contact with us." Be sure if there were no place for the jobber in the realm of economics, long since would he have been cast out in the evolution of business processes. To-day he is neither dead nor dying from the pressure of complaints arising to his ears. He is keeping himself in fine form and condition, he is even more competent and eager than ever to continue performing a valuable service to consumer, retailer and manufacturer. His economic value to the commercial world is inestimable, the reasons why he is essential unnumbered. Why exchange further words over a question which is obvious to the thinker who truly gets beneath the surface of things? The wholesaler of hardware is actually delivering his goods to his customer at a price far less than that at which they could be obtained from the manufacturer, he is canvassing and supplying the highways and by-ways of your entire land, however, far they may be removed from railroad facilities; he is a constant source of education to his retailers through his trained and well-informed salesmen; he is testing the entire market of the world before he offers it for purchase; he is serving us in every conceivable fashion, acting as banker, lawyer, friend, he stands as a firm and abiding asset to his community.

What more shall we ask of him?

RETAILERS' RELATION TO WORKMEN'S COMPENSATION ACT.

(Continued from page 29.)

per annum on their salaries to a common fund for this, and have injuries to their employees paid out of this common fund. Here the arrangement stands as it did under the old Act, by which injuries to employees, the amount to be assessed shall be determined between employer and employee, or by the court as before. The Board itself has little jurisdiction over the Part 2 of the Act.

Where then does the retail merchant come in?

Retailers' Clerks Same as Before.

The most important point to notice is that so far as nearly all his employees are concerned, he stands in exactly the same relation as he did before the Act was passed. If one of his clerks, either one employed in the business office or a salesman, is injured in his employ, he is liable to damages if he, the employer, was guilty of negligence, but if it was a case of negligence on the part of the employee this constitutes a bar, as it was before, to the recovery of damages.

The clause referring to this class of labor reads: "Persons engaged in clerical work, and not exposed to the hazards incident to the nature of the work carried on in the employment."

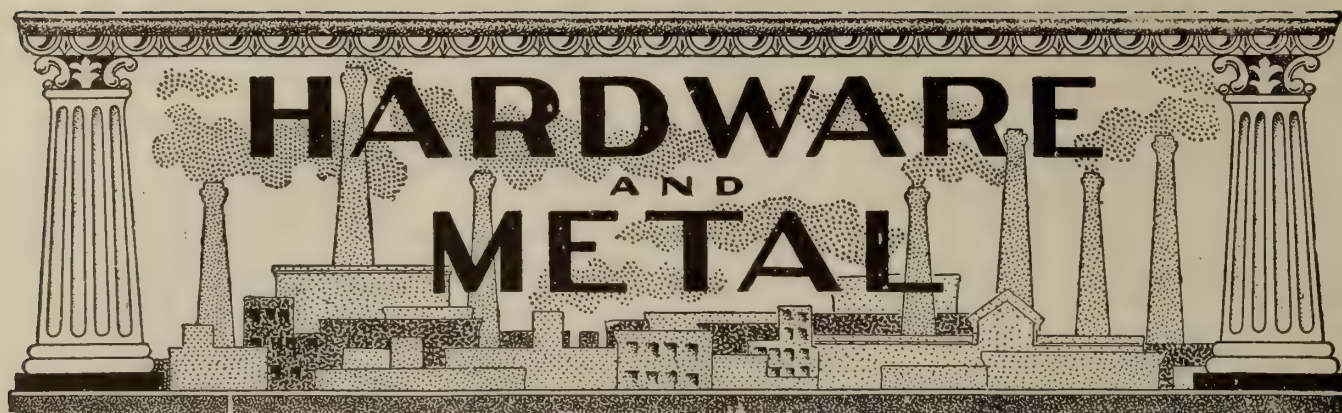
For Elevator Men.

On the other hand, there is a greater liability than before for other employees, such as the night watchman, the elevator men, delivery men, etc. In their case a special provision gives the employee a greater opportunity to recover damages than before, because it takes away from the employer the defence which he once had, by showing contributory negligence on the part of the employee. Under the new regulation, contributory negligence on the part of such employees will be a ground for reduction of damages, but not a bar to recovery. In this case the liability of the employer is increased.

(Continued on page 52.)

WHAT PERCENTAGE.

In some cases where the risk of injury is small the payments it is understood will be "a mere bagatelle." In one case—so far as the schedule is arranged—where New York charges 4.15 per cent., the Ontario rate is only 2 p.c.; in another New York's is 1.17 p.c., and Ontario's only .8 p.c. For the retail staff, if they were included, it would be much less even than .8 per cent.



The Compensation Act

ELSEWHERE in this issue an article appears which sets forth the main features of the Workmen's Compensation Act and its relation to the retailer. Many retailers throughout the country have received forms from the Compensation Board with the request that the forms be filled in, giving particulars regarding employees, salaries, etc. The result was that a great many enquiries were directed to this office asking for information. The main features of the Act are clearly outlined in the article and it will be seen that a great many retailers will not be affected in any way. Hardwaremen who run tinshops in connection with their business are only affected when four or more tinsmiths are employed. Where less than four men are employed some industries, including tinshops, are withdrawn from Part 1 of the Act. As far as the retailer's clerks are concerned the retailer will find that he stands in exactly the same position as he did before the Act was passed. In the case of all engaged in the operation of passenger or freight elevators whether it be in a building connected with an industry or a warehouse or shop or office or other building, all are brought under Part 1 and the employer is required to furnish the names of all those who may be engaged in the operation of the elevator to the Board, and to pay a certain percentage per year in their salaries. All plumbers are brought under the operation of the Act. Every hardwareman should read the whole article in order to become thoroughly familiar with the working of the Act. Despite the fact that the Retail Merchants' Association opposed the inclusion of the retail trade under the Workmen's Compensation Act, it may turn out that before long, some provision will be made whereby a great many retailers will find it to their advantage and seek protection under the Act. Considered from the standpoint of the retailer, himself excluded, the Act when enforced will greatly benefit the retail trade. In a future issue we will point out the benefits the retailer will derive from the working of the Act.

The Business Man's X-Ray

IN about three weeks a great many Canadian hardwaremen will be busily engaged in the annual stock-taking. The annual stock-taking is the business man's X-ray. He is enabled to see beneath the surface by this means, and to learn exactly the condition of his business. Not only can he find

exactly how he stands, but he acquires information which is invaluable to him in sorting up his stock and in planning his course for the year ahead. There was a time when stock-taking was dreaded by many employers and employees but of late years it has been looked upon more as a time for learning, an opportunity to become acquainted with the stock and to weed out overstocks and slow-selling lines.

Stock-taking can be made a drudge if not entered into in the right spirit. It is a more or less arduous undertaking but it can be carried out with reduced labor if the work is planned and executed systematically. Every merchant should take an inventory at least once a year and it should be taken in a thorough manner with all guess-work eliminated.

The Christmas Window Contest

FOR some weeks past the announcement giving details of Hardware and Metal's annual Xmas window dressing contest has been appearing regularly in this paper. We expect the entries this year will be more numerous than in any past year, although we must admit that the interest taken in last year's contest was far in excess of our expectations. With each succeeding year the contest has grown in popularity and entries have been made from all parts of the Dominion. Although the contest closes on Dec. 28 there is still plenty of time for those who have not submitted displays. Some of the finest Xmas window displays which appear are arranged during the last week before Christmas. Why not get busy at once—plan and arrange what you consider a good window display, have it photographed and mail it to us. You not only stand a chance of winning one of the eight prizes offered, but you will in all probability find that the display will help to sell a large quantity of goods suitable for Christmas gifts. Apart from the prizes, which are in themselves worth striving for, the honor of winning a high place of merit in competition with every store in the country means much to the contestant.

In order that window trimmers in the smaller centres may not have to compete with those in the larger centres, the contest is divided into two sections: Places of 5,000 and over and places under 5,000. The judges, as in past years, will be competent men of experience, whom we know will extend fair treatment to all contestants. If you have not arranged to have your best Xmas window entered in our contest, do so now.

Plate Glass Situation

PLATE glass men report business as still far from normal. Belgium and England are closed as selling markets, and American glass is considerably more expensive than Continental. Moreover, most jobbers seem to have been caught by reason of the fact that orders are placed on Spring for October and November delivery, and as the war broke out in August supplies for this year did not come to hand.

America remains the only market, and will continue the only market, as long as Europe is as it is. Next spring's orders cannot be given to Belgian and English houses. So that prices will probably continue fairly high.

The falling-off in building permits is very significant, because the plate glass trade and the building trade are inter-related. In Eastern cities, this falling-off in October and November is represented by a percentage as high as 75 compared with corresponding months of last year. Plate glass concerns, necessarily, feel a decrease, although not proportionately. The furniture business too, upon which the plate glass business also depends in part is very quiet just now.

Several glass men take optimistic views as to the situation, although they feel that it would be foolish to pretend that business with them is anything like what it should be. The closing of navigation in Montreal is usually responsible for two good months in October and November. Most houses take on extra men. This has not been the case this year, though there is one good thing to report—most firms have not laid off their hands. In some cases, it has been a matter of short time for the men, but pretty generally, the full staff has been kept employed.

Christmas Fires

EACH Christmas season a number of fires are reported as being caused by decorations, which have been used by window or store trimmers, coming in contact with defective electric wires. A Commission of Conservation bulletin recently issued makes a plea for more care during the festive season and says that in business houses electric wiring and gas lighting for special displays should be carefully inspected. Do not use paper or muslin shades close to the lamps, as they may take fire from the heat. Some one in authority should be given the responsibility of seeing that the fire hazard is not excessive, and that every precaution is taken to protect life and property. Insurance may replace the property, but no insurance can replace loss of life.

Good Times Ahead

IT is pleasing to note the change in sentiment which is coming over the hardware and allied trades in the United States. In almost every direction the country is getting ready to do a large business and it is confidently expected that with the New Year a great many optimistic predictions will find fulfillment. A recent issue of the American Metal Market in referring to the good times coming stated as follows:—

"Every day brings additional evidences of the return of prosperity. A new and hopeful spirit is everywhere apparent. The courage and resourcefulness of American business men are rapidly clearing

the pathways of progress and confidence is crowding despondency to the wall.

The novel conditions which were created by domestic legislation and by the paralysis of foreign trade resulting from the war have not only been largely overcome, but are being turned to good account. The agencies of exchange, temporarily closed, are being put into operation again. The machinery of production, partially halted, is resuming its normal activity. News of factories starting up is taking the place of news of factories closing down.

Influences are still to be found here and there to deny the return of good times, but such denials are designed mainly to furnish basis for argument. They are constantly being weakened by the contradiction of facts."

Show Cards Made Easy.

READERS of Hardware and Metal can confidently look forward to a splendid series of articles on card-writing which we announced in a recent issue. This will be a "Show-Card-Made-Easy" course. R. T. D. Edwards, the writer of the series, has given his best endeavors to make this the simplest course that has ever been presented to the readers of any business paper in Canada. He has cut out what he terms the "red-tape" in card-writing and has got right down to business from the drop of the hat. The lessons will be so prepared that the student will be writing cards from the commencement of his studies.

Mr. Edwards is himself one of the best card-writers in the Dominion. Last year he distinguished himself at the convention of the Canadian Window Trimmers' Association by winning first prize with a series of finely written cards. The first article will appear in the first issue of the New Year.

Editorial Briefs

THE SAD PART of it is that the pessimists never enlist.

COURTESY IS A necessary attribute to any one dealing with the public.

THE HIGH cost of price-cutting is one of the big subjects confronting the Canadian retail trade.

ADVERTISING THAT establishes good-will and confidence is the kind that builds for the future.

THOUGH WE may not reach the summit of our ambition the climbing will always do us a lot of good.

IT IS SAID that practically all plate glass plants which closed down in the United States about six weeks ago will resume operations within the next two or three weeks.

AN ENGLISH summary of the copper situation states that when the war broke out the market closed on account of the absence of demand and the prospect of a bottomless slump should any selling be forced. The demand for copper, however, has progressed with the war and with the demand the price has improved. Visible supplies are decreasing and it seems as though war trades are likely to compensate for the reduced consumption in ordinary channels.

A. D. Kennelly Passes Away

THE death took place on Sunday, December 13, at his late residence, 488 Euclid Avenue, Toronto, of Albert Daniel Kennelly, manager Toronto branch of the McClary Mfg. Co.

The announcement of the death of A. D. Kennelly will create widespread regret among the hardware and stove fraternity throughout Canada. His pleasing personality, business-like methods in handling trade problems, and the courteous and fair treatment he accorded all with whom he came in contact made for him a wide circle of staunch friends, and as one man remarked: "Caused him to be respected and admired by all who had business dealings with him." His name was familiar—particularly among the older hardware and stove men—to all the trade from coast to coast, and the news of his demise after a two weeks' illness will be received with profound regret.

Although he had for some years been manager of the Toronto branch of the McClary Mfg. Co. Mr. Kennelly was one of the men who had worked his way up. He was one of the pioneer traveling men of the Dominion. Few were in a better position to speak of traveling conditions as they were when the Dominion of Canada was in the swaddling clothes stage than A. D. Kennelly. Mr. Kennelly was one of the first travelers to go on the road for McClary's, and for a long time he acted in the capacity of "pioneer man." When a new territory was to be invaded, A. D. Kennelly would be called upon to make the initial trip into the new territory. He would map out his own routes, find out for himself the likely customers, the best hotels, the local likes, dislikes and prejudices of the new section. The way of the pioneer was indeed hard, as any of the pioneer Canadian travelers can testify.

One of Mr. Kennelly's early trips was to the West to open up that territory for the Winnipeg branch. He preceded the C.P.R. into most sections of the West by several years, going as far west as the Rockies and as far north as Edmonton. It required a Spartan nerve to travel in those days, for the roads were never good and frequently impassable. It was not hard to lose the way, especially in the winter, when the snow drifted across the trail and made direction purely a matter of individual opinion.

Many a night he spent on the prairies, sometimes alone, more frequently in company with other belated traveling men. Long waits, such as those encoun-

tered by the pioneers, through the night and the intense cold were an experience that few were willing to endure.

Mr. Kennelly when in a reminiscent mood could tell of many interesting experiences during the pioneer days of traveling in the West.

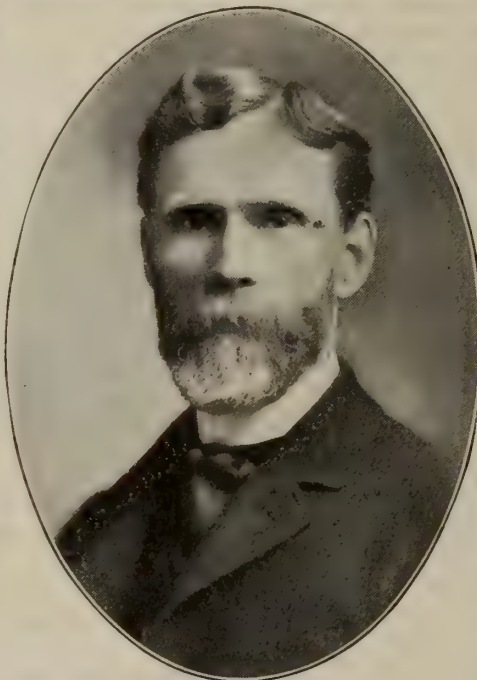
It is said that Mr. Kennelly was the first man to travel through the Maritime Provinces for any Western (Ontario was the "West" in those days) stove firm. He went on his initial trip with a full sense of the difficulties that lay before him. Down in the Maritime land, they had not at that time very much appreciation of "Canadian" goods. They handled English and American imports to a great extent. Most of the cities had a fixed license fee for traveling sales-

heavy commercial taxes and actually bring one of his stoves along with him, must have a proposition worth presenting. Mr. Kennelly's knack of deftly presenting his goods went a long way, but that stove was a clincher it was the one convincing argument that broke down the Bluenose skepticism.

When in a reminiscent mood, Mr. Kennelly could give many interesting anecdotes of those early days. He could tell of the "stages," then a regular fixture on all sections, and the wayside hostleries, identical in every way with those famous old stopping places where Dickens' "bagmen" put up. Traveling was laborious work, but it had one or two advantages which do not exist now. On reaching a town the salesman did not find three or four representatives of rival houses ahead of him. He had to contend against the obstacles of the road rather than trade opposition.

Mr. Kennelly was associated with the McClary Mfg. Co. for over thirty-six years, and for the past twenty-three years had been manager of the Toronto branch. He gained his first knowledge of the tinsmithing and stove business with J. G. Lawrence, Lucknow, Ont., nearly fifty years ago, where he served his apprenticeship.

At the time of his death Mr. Kennelly was 62 years of age. The funeral was held on Wednesday afternoon from the family residence to Forest Lawn Mausoleum. In attendance were members of the staff of the McClary firm from all over Ontario. Further evidence of the esteem in which the deceased was held was seen in the many beautiful floral contributions. The pall-bearers were Col. Gartshore, N. R. Turner, W. Baxter, G. B. Meadows, Messrs. Bentley and Nain.



Late A. D. KENNELLY.

men. When Mr. Kennelly struck Quebec City he had to enrich the civic coffers to the extent of \$60 before showing a sample. Other cities had the same welcome for the commercial man. It cost money to solicit the trade in those days.

As samples, Mr. Kennelly carried several trunks of tin, and enamelware and a stove—a full size, full weight base burner! This was one of the few instances we know of where an actual stove was carried along as a sample by a stove salesman.

It was a heavy burden, but it accomplished its purpose. The dealers throughout the Maritime Provinces became convinced that a man who would come hundreds of miles to see them, pay their

New Steel Plant Opened.

Montreal.—The formal opening of the big new steel plant of Armstrong, Whitworth of Canada, Limited, at Longueuil, took place on Dec. 12, when the vice-president, Geo. G. Foster, K.C., threw on the switch that connected the electrical energy of the Montreal Light, Heat & Power Company, Limited, with the machines in the huge concrete buildings. The products of the plant will be almost exclusively high-grade steel tools and supplies. Many of them will be used in the manufacture of war materials in England, and the crucible steel will be used for making shells and other munitions of war.

Christmas Greetings . .



WE WISH ALL OUR CUSTOMERS AND FRIENDS A

Happy Christmas

AND ALL JOY, HEALTH AND PROSPERITY THROUGHOUT
THE COMING YEAR

Dominion Cartridge Company, Limited, Montreal



We extend to our many friends throughout
Canada our best wishes for

A Merry Christmas

and all happiness and prosperity during 1915.

R. C. JAMIESON & CO., LIMITED
MONTREAL Established 1858 VANCOUVER
Owning and operating P. D. Dods & Co., Limited



A small section of the crowd of nearly thousands who followed the T. Eaton Co.'s Santa Claus procession to Massey Hall, where three paper canoes were witnessed by nearly 12,000 people of all ages. The event is a great draw-puller to the toy department.

Proof of the Drawing Power of a Santa Claus

**Remarkable Success of a Department Store's Annual Procession
—Thousands in Procession, With Tens of Thousands as Spec-
tators—Toy Department Crowded—An Annual Event.**

THE above picture of a remarkable demonstration was taken for the purpose of showing the readers of *Hardware and Metal* how a store can handsomely identify itself in the mind of the child and the mother with Santa Claus. In view of the fact that each succeeding year we find an ever-increasing number of retail hardwaremen selling Christmas toys and we are of the opinion that readers will be interested in a short story telling how one of our largest department stores carries out the annual arrival of Santa Claus in such a manner that tens of thousands of people line the streets and watch the effect of an advertising feature that is extremely far-reaching in its effect.

The arrival of the T. Eaton Co.'s Santa Claus has become an annual affair.

It is carried out in a manner that appeals to the childish imagination and on a scale commensurate with the size of the city. Along both these lines it is, therefore, adaptable to almost any store in Canada.

One may be permitted to draw another conclusion from this scene: that the "Christmas spirit," as it is called, has really been little deadened by the events of the past few months.

Just a word about the Eaton Santa Claus:

Take in contrast an effort along this line that may be described as a minimum which a representative of this

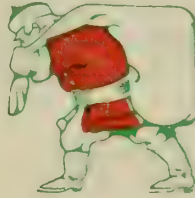
paper carried across in a small town in Western Ontario last month.

For ten, twelve, perhaps fifteen years, a figure of a Santa Claus had been set up in a section of the store where once a year toys are laid out. That old figure still held few claims year after year, and was admired as the younger children grew up to a noticeable age, and continued its hold over the older ones. Year after year a pouch served to receive contributions of Santa Claus letters from many a boy and girl, and altogether helped to fix that small toy department in the child mind as a Santa Claus centre, the only one they knew, and after school every afternoon they would troop up to view it and the toys around it.

Coming back to the plan on a rather mammoth scale: tens of thousands of women and children turned out to see the procession and the many thousands marched down from Queen's Park to Massey Hall behind the coach and its outriders. The packed street shown above indicates only a small percentage of the procession, for it had swept down the avenue and filled the broad grounds of the armories from each end to end and side to side.

One more "crowd" fact: three times during Saturday, the day of the arrival, Massey Hall was packed with children and their mothers, fully 12,000, and the demand

(Continued on Page 49.)



To our many friends and customers
throughout Canada—

We Wish You

A HAPPY CHRISTMAS

and hope that the new year may bring
you a full measure of happiness and
prosperity.

The **MARTIN-SENOUR** Co.

LIMITED

PRODUCERS OF PAINTS AND VARNISHES

CHICAGO

MONTREAL

WINNIPEG

HALIFAX

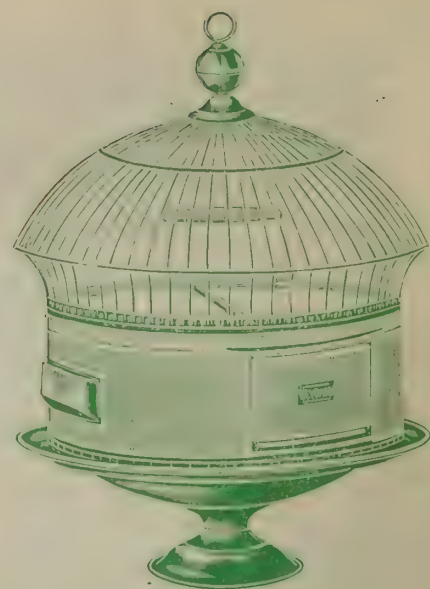
• LINCOLN •

TORONTO

"HENDRYX"

A word for quality.

Improved and New Style Cages



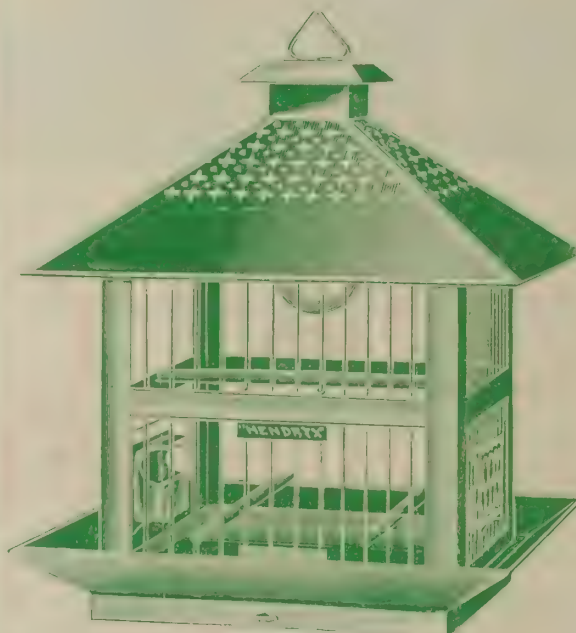
No. 280.

No. 280

This style is often preferred for its spacious top. It is made of the best spring brass wire with brass guard and the base has our new rolled edge. Diameter of cage 11 inches, height 19 inches.

No. 8000

Our original Mission cage, but with the late improvements. Note the new style of cups placed in centre of the cage sides. The cup has a projecting overhand at top, preventing any foreign substance from getting in the contents. Size of cage 8 3/4 x 8 3/4 inches. Height 15 1/4 inches.



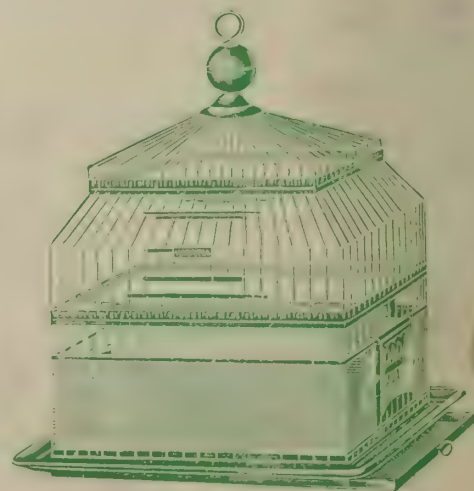
No. 8000.

Our
Original
Mission
Cage

No. 25

Our attractive low price brass cage with drawer base, the edge of which is rolled giving a smooth finish to it. The cups are the new style to keep the seed and water perfectly clean. Brass guard surrounds the body. Size 8 1/2 x 10 1/2 inches. Height 15 inches.

Latest
Fancy
Square
Cage



No. 25.

The
**Andrew B. Hendryx
Company**

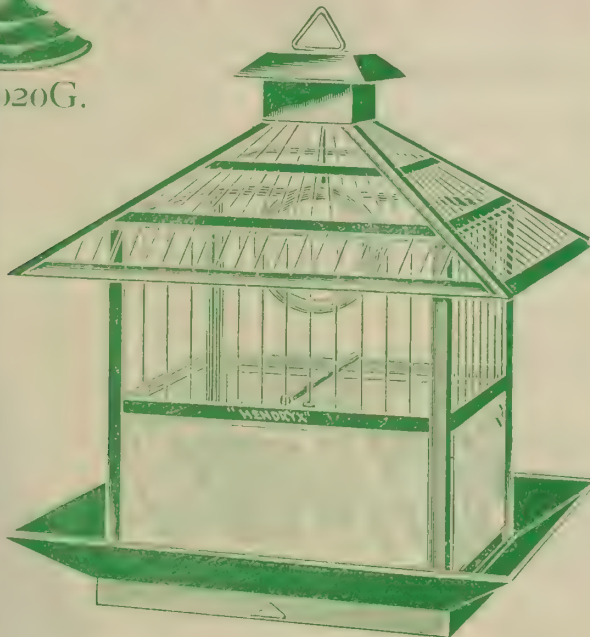
New Haven, Conn., U. S. A.

HENDRYX
A word for quality



No. 6020G.

**New
Style
Mission
Cage**



No. 8020G.



**Cottage
Cage**

No. 8050.

No. 6020G

This shows our new style globe cage fitted with foot piece, which is polished as is also the base. Brass wire cloth guard with bound edges. The cups have detachable wire guards. Two sizes of this cage are finished; one of 12 inches diameter and 17 inches high, the other 15 inches diameter and 20½ inches high.

No. 8020G

The recent addition to our Mission cages, showing the glass guard attached, if preferred a wire guard is furnished. This style has our new feed cups to be removed instantly. The Mission cages are finished in Dull brass, Polished brass, or Antique copper.

No. 8050

This is our latest design and a "SWELL" cage, made of solid brass throughout, and highly polished. The roof has a series of long slots to allow ample ventilation. The brass guard takes the form of a picket fence. The base is the moulding style and has a deep drawer. Size of cage 8½ x 10¾ inches. Height 16 inches.

**The
Andrew B. Hendryx
Company**

New Haven, Conn., U.S.A.

Greeting

The Allan Munro Color Co. of Montreal

Manufacturers of Chemical Colors

take this opportunity of extending
to their customers and friends their
sincere wishes for a very Happy
Christmas and a Prosperous
New Year.



We have a full stock of REDS, BLUES, GREENS
and YELLOWS for all purposes.

MADE IN CANADA

McClary's

Christmas Greeting

To our thousands of patrons
and friends throughout the
Dominion, we extend our
sincere wishes for

A Merry Christmas
and
Happy New Year



Of course, you will cook your turkey
on a Pandora Range.

McClary's

MONTREAL

TORONTO

HAMILTON

LONDON

CALGARY

WINNIPEG

EDMONTON

ST. JOHN, N.B.

VANCOUVER

SASKATOON



TO our customers and friends
we extend our best wishes for

**A Happy Christmas and
A Prosperous New Year**

A. RAMSAY & SON CO., MONTREAL

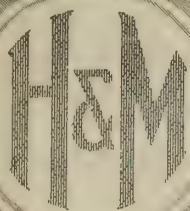
PAINT MAKERS SINCE 1842

*A Christmas Present
For Your Clerks*

WHEN your Christmas gift to your clerks is a year's subscription to Hardware and Metal, you are giving them something of more than momentary value and interest. You are making them a gift which will renew itself fifty-two times during the year.

SUBSCRIPTION PRICE—\$2.00 PER YEAR





Weekly Market Reports

Statements From Buying Centres



THE MARKETS AT A GLANCE.

The recent heavy snowfalls in many parts of Canada and the continued cold weather have helped considerably in stimulating the demand for winter goods. Such lines as sleighs, skates, bells, horse blankets, snow shovels, hockey sticks and Xmas goods have been selling rapidly during the week. The metal markets are firm, although the demand at present is light. There is a pre-holiday quietness in the paint trade. Wire nails are still being quoted at \$2.05 Toronto. Reports from Winnipeg announce an advance in glass following the recent advances at Toronto and Montreal.

MONTREAL.

MONTREAL, Dec. 16, 1914. — A heavy fall of snow has brought about a business revival throughout the province, which is particularly noticeable in the city. Not only is there the direct demand for seasonable articles, but the snow seems also to have brightened up the holiday spirit and brought people face to face with the fact that winter is here. The rush which there has been for such lines as snow-shovels, skates, hockey sticks, sleigh bells, etc., indicates that retailers in general were holding off until the last moment before buying. At the same time it is noticeable that the orders are not generally large and indicate that hand-to-mouth buying is prevailing. The new price of nails is felt to be permanent for Montreal and this has encouraged the placing of more orders. In metals tin and zinc are very strong and lead is firm while for copper and spelter also there is a general bullish feeling in the trade. Departments depending upon the manufacturing and building trades are very slow, but in the novelties things appear to be about normal.

Tin.—The market is holding very firm. In New York there has been a slight shading off on account of a disposition on the part of the interested to refer purchases, despite the fact that spot is short, but in London the bottom is very solid for the time being. The price here is unchanged.

Copper.—The copper market is tending upward and continues very firm. Consumption by makers of munitions of war is heavy on both sides of the water. Price is strong on the recent advance.

Solder.—There is no change here, but the price is naturally very firm on ac-

count of the tin situation. Half and half 22c, wiping 20c and commercial 19c.

Other Metals.—Metals which are being used in any way in connection with materials for the war are all bullish but locally the prices are not altered materially for the week. Spelter is very firm on the advance of a week ago and is now quoted \$5.75 spot cash at St. Louis. Antimony is strong at \$17.50 to \$18. Babbitt—No. 1, 27c; No. 2, 18c; No. 3, 14c. Sheet zinc \$8.75 in casks and \$9.25 in part casks.

Bar Iron and Steel.—Market continues heavy with slow demand. Consumption by manufacturers is light. The base for bar iron continues at \$2.

Galvanized Sheets.—Although the demand here is not heavy on account of conditions and the season of the year, the high prices for raw materials keep the market firm.

Nails.—Following the cut in the price of wire nails to \$2.15 a week ago, the trade here reports that there has been better interest as this is stated as a steady price for the time being. Reports that there are lower prices at Toronto do not seem to worry the trade here and it is positively stated in many quarters that there is no immediate outlook of another change being made.

Iron and Lead Pipe.—Conditions here are those which apply to several departments depending largely upon construction programs for their market. Prices are steady and demand slow.

Bolts and Screws.—Here there is a fair demand at steady prices. There is nothing new in the situation.

Rope and Twine.—Market is easy and the demand is not heavy. Shipping is closed and there is little building going on.

Wire Fencing.—Some orders for spring

booking are still coming in indicating a better feeling in this department than might have been expected. However, in many lines it is found that country demand is very fair.

Builders' Hardware.—Snow has stopped much of what building was being done and things are tied up for the winter. Added to the usual holiday quietness is the fact that the war has curtailed all building operations.

Building Materials.—Here the conditions are similar to those applying to builders' hardware. After the holiday rush there may be a little more interest as there are usually a lot of interior changes in stores being made at that time when merchandising is slow.

Stoves and Furnaces.—The snow and cold weather have had the effect of putting a little more life into this business which had slowed down after the usual fall demand. Here it was again shown that in nearly all departments retailers are buying close.

Kitchen Utensils.—Business here is continuing in very satisfactory manner when the conditions and the season are considered; this is another indication that staples in the country trade are selling well.

Seasonable Goods.—It is in seasonable goods that much of the business is now being done. The arrival of winter in earnest found that most retailers had deferred buying until the last minute

MONTREAL QUOTATIONS.

Tin	37c to 38c
Spelter	61½c
Copper	14½c
Lead, Trail, cwt.	\$5.00
Lead, Imported, cwt.	\$5.00
Antimony	17½c
Solder, ½ x ½	22c
Wiping Solder	20c
Aluminum, Ingot	22c lb.
Aluminum, Pattern	23c lb.
Wire Nails	\$2.15 base
Cut Nails	\$2.50 base
Pure Manila Rope	14c base
British Manila Rope	11c base
African Hemp	11c base
Sisal	9½c base
Lath Yarn	8¾c base

and there was a rush of small orders. Repeats on holiday goods are also continuing later than usual for the reason that original orders were comparatively small. Holiday goods seem to be going about as usual and it is noted that there is this year more than ever a call for electrical appliances which make very appropriate gifts.

TORONTO.

TORONTO, Dec. 17.—There is a quiet, though seasonable tendency in hardware circles this week. The volume of business is hardly up to last year, but there are few complaints on this account, it being generally recognized that conditions caused by the war are responsible, and also unavoidable. The cold weather has stimulated the demand for seasonable lines, and stoves are also moving more freely on this account. Snow shovels and skates are in good demand, while the approach of the Christmas season has caused a fair demand for cutlery and other lines suitable for presents. A nice sorting business in shelf lines is reported. The demand for lumberman's tools has fallen off, owing to the comparative dullness in lumbering industry operations in the woods have been curtailed this winter.

The metal markets for the most part are strong and prices firm, but the demand locally is light. Many firms will be stocktaking between now and the end of the year, and so buy as little as possible. Tin and copper are both strong and prices firm. Lead is weaker, but spelter is firm. Solders are strong at unchanged quotations, but demand is light. Antimony and aluminum are unchanged. Scrap metals are quiet, but scrap copper has advanced $\frac{1}{4}$ c per pound in sympathy with the copper market. The iron and steel trade is quieter, as is also pig iron. There is little business passing in builders' hardware, as the

building trade is very quiet. Rope and twine are unchanged and business quiet.

Tin.—A large inquiry from Russia has caused considerable activity in the tin market in London. There is a spot scarcity developing there and a stronger tone in the market. Local quotations are firm, the average being 36c per pound.

Copper.—A quiet market early in the week has developed strength on account of heavy buying. The export situation continues unsatisfactory for producers, as the British Government is still seizing cargoes consigned to neutral ports. There is a bullish sentiment in the market, and quotations are firm at $13\frac{3}{4}$ c to 14c per pound.

Lead.—The lead market is dull and quotations weak at 5c per pound.

Spelter.—The demand from the galvanizing interests has fallen off, and the market is less active. Prices, however, are firm at $6\frac{1}{4}$ c per pound.

Solder.—The local demand for solder is light, but prices are firm and unchanged. Prices of solders are given in panel on this page.

Other Metals.—Antimony is firm at 18c. and ingot aluminum quiet at 22c per pound. Regarding the metal markets generally, the local demand is light and business of a hand-to-mouth order. There is, however, a stronger tone this week throughout the majority of the markets.

Scrap Metals.—The market is quiet and business dull. There has been an advance of $\frac{1}{4}$ c per pound in scrap copper and in old materials containing this metal. The advance is accounted for by the gradual advance in the copper market. Heavy copper, $9\frac{3}{4}$ c machinery composition, $18\frac{3}{4}$ c., and composition turnings, $8\frac{1}{4}$ c per pound. See other quotations in the current market quotations.

Bar Iron and Steel.—There has been some falling off in business, many consumers being out of the market until after the New Year. Quotations are firm at \$2 base.

Pig Iron.—The market is dull; foundries generally are operating at considerably reduced capacity and buying in small tonnages. Quotations on Victoria and Hamilton pig iron are unchanged at \$17 per ton.

Galvanized Sheets.—The market is quiet, and little business is passing. Prices are given in the current market quotations.

Wire Nails.—There is a fair volume of business being done in wire nails, and prices are holding firm at \$2.05 base, less 2 per cent. off, thirty days. Cut nails are unchanged at \$2.70 base.

Wire.—Business in smooth steel wire is quiet, and the price firm at \$2.20 base.

Iron and Lead Pipe.—Both lines are dull, being affected by the quietness in the building trade. Lead pipe is steady at $7\frac{1}{2}$ c, 5 per cent. off, and waste pipe, 9c, 5 per cent. off. Prices on iron pipe are given in the current market quotations.

Stoves and Furnaces.—Buying has been stimulated by the cold weather, although the volume of business is not heavy. Stoves are moving out better than furnaces, which are quiet. Better business is expected with a continuation of seasonable weather.

Building Materials.—Business is dull in builders' hardware and materials. The building trade is very quiet, and there is little possibility of any improvement until the spring.

Rope and Twine.—The market is very quiet and more or less seasonable. Prices are firm, and are given in our current market quotations.

LONDON.

LONDON, Dec. 17, 1914.—Business continues fair. The recent cold snap has stimulated the demand for cold weather goods. Retail hardwaremen here are devoting a great deal of time and thought to their Christmas window displays and some of the stores have exceptionally fine displays. No price changes of importance have taken place during the week.

Paints, Glass, Etc.—Linseed oil remains unchanged at last week's quotations, as follows:

	Raw.	Boiled.
1 to 2 bbls.	56	59
3 to 5 bbls.	55	58
6 to 9 bbls.	54	57

Turpentine is quoted in single barrel lots at 68c per Imp. gallon; 2 to 4 barrels, 67c per Imp. gallon; 5-gallon lots, 75c per Imp. gallon.

Glass.—There is a fair demand for glass at the following net prices, which is figured from a basis of 20 per cent. off the present case price.

	\$5.20	\$ 6.88
Up to 25	5.60	8.00
26 to 40	5.92	9.36
41 to 50	6.40	9.60
51 to 60	7.00	10.20
61 to 70	7.60	11.08
71 to 80	8.40	14.00
81 to 85 .....	..	15.08
86 to 90 .....	..	15.36
91 to 95 .....	..	18.20
96 to 100 .....	..	25.60
101 to 105 .....	..	28.80
106 to 110 .....	..	..

Cut lights are quoted at 20 per cent. off the pane price list.

Rope, Twine, Etc.—There is little demand for rope and twine. Quotations on rope are as follows:

TORONTO QUOTATIONS.

Tin	35c-37c lb.
Copper	$13\frac{3}{4}$ c- $14\frac{1}{2}$ c lb.
Lead	5c lb.
Spelter	$6\frac{1}{4}$ c lb.
Antimony	18c lb.
Aluminum Ingot	22c lb.
Aluminum Pattern	23c lb.
Solder, $\frac{1}{2}$ and $\frac{1}{2}$	22c lb.
Wire Solder	26c lb.
Wiping Solder	$19\frac{1}{2}$ c lb.
Tinker's Bar Solder	26c lb.
Wire Nails	\$2.05 base
Cut Nails	\$2.70 base
Poultry Netting	50-10-5%
Pure Manila Rope	14c base
British Manila Rope	11c base
African Hemp Rope	11c base
Sisal Rope	$9\frac{1}{2}$ c base

Pure Manila14c base.
 British11c base.
 African hemp11c base.

There is a very good demand for cut glass, silverware, pocket and table cutlery, razors, etc., and other lines suitable as Christmas gifts.

Wire and Cut Nails.—The low price of \$2.05 base on wire nails reported last week is still in effect, and nails are offered for present or spring delivery at the above price. Cut nails are still quoted at \$2.70 base.

WINNIPEG.

WINNIPEG, Dec. 17.—Though the necessity of an advance in glass has been pointed out recently, it was not expected that any change in prices would be effected before the new year. The week, however, has seen a considerably higher price set and it seems that the foresight of a number of dealers has had a good deal to do with bringing this advance so quickly.

As also has been pointed out, local glass quotations have been very low. A comparison of prices asked in East will bear this out. Local handlers, however, are now unable to get any more glass on the old advantageous terms, and because of large fall orders, present stocks are none too high. It will be more costly glass, therefore, which is sold to the retailers from now on, and therefore the advances quoted given below have been struck.

Heavy Fall Buying.

It is very evident that many dealers have been laying in supplies of glass against the higher prices which they had been led to expect. One dealer, for instance, bought 20 cases in the fall and last week placed another order for 22 cases. It is quite certain that he does not need this last shipment to fill immediate orders, but having the money he has made the favorable buy. That a good many dealers have been able to do this

WINNIPEG QUOTATIONS.

Solder25c-26c lb.
 Wire Nails\$2.80 base
 Cut Nails\$3.35 base
 Pure Manila Rope—15½c lb. base
 British Manila Rope .12c lb. base
 Sisal10½c lb. base
 Linseed Oil, Raw .. .66c gal.
 Linseed Oil, Boiled 69c gal.
 Poultry Netting50% off
 Turpentine75c
 Galvanized Iron, 28 English
 Apollo:
 Fleur de Lis \$4.75
 Queen's Head 5.10
 Corrugated Sheets, 28-gauge
 galvanized ... \$3.45
 Glass, First Break\$5.25

same thing shows a healthy state of affairs.

	Single.	Double.
Up to 25	\$6.00	\$ 8.00
26 to 40	6.50	9.00
41 to 50	7.00	10.25
51 to 60	7.50	11.75
61 to 70	8.00	11.75

Alberta Prices.

Calgary and Edmonton glass prices are, of course, on a somewhat different level. These quotations as recently struck, are as follows:

	Single.	Double.
Up to 25	\$6.75	\$ 9.15
26 to 40	7.25	10.25
41 to 50	7.80	11.55
51 to 60	8.40	12.35
61 to 70	8.95	13.15

Building Paper Moving Down.

While glass moved upwards, word has come that new prices on building paper are to be fixed within the next two weeks, and that these will almost certainly be on a lower level. It is expected the quotations fixed for 1915 will be from 5 to 7½ per cent. lower than those now in force. The reason for this downward movement is a little hard to give. Probably it is due to the decreased demand, which cessation of building operations in the cities has brought about.

Wire to Hold Steady.

Barbed wire prices for the coming year are also to be struck within the next week. From what can be learned it seems practically certain that the present basis will be maintained. Under existing conditions such a likelihood is remarkable. Because of the large barbed wire orders for war purposes, the supply for local use has been greatly reduced. A 10c advance was looked for, and certainly seems to have been needed, as under the present arrangement there is no profit in handling this line. But some of the smaller factories in the States have taken a stand on prices which appear practically certain to keep the 1915 quotations on the same level as the prices of 1914.

Some time ago a delay in shipments of Swedes iron was observed. Since then no shipments have been received, and local stocks of this line are very low. The demand for this material is never great, so no great difficulty is resulting from the curtailment of supplies.

A Fine Time to Buy Brushes.

Brushes.—Previous mention has been made of higher prices struck on one or two brush lines, coming as a result of the war, which has interfered tremendously with the receipts of bristles. It is now learned that a general advance in paint brushes, etc., is practically certain to be struck after the new year

opens. As soon as the demand for this line becomes heavy, the new level will have to be fixed; and the present seems a time when dealers who need to replenish their brush stock should place an order which would save them money.

Within the next fortnight 1915 nail prices are likely to be set. It is rather expected that the present quotations will hold, but conditions are somewhat peculiar, and there is nothing certain about this line just now.

Town Business Good.

Various reports are received regarding business conditions. It must be admitted that in the cities things are quieter than could be wished. In the towns and villages, on the other hand, a satisfactory state of affairs is reported. One sales manager sums this up by stating "the smaller the place the better the business." Another sales manager expresses his belief that the business from the towns and villages secured during the coming year is going to be better than that received heretofore. It is the usual winter lines that are moving at present.

When referring to conditions something must be said re the moratorium going into effect in Saskatchewan. While the effects of this have hardly been felt as yet, there is some reason to fear that it will make the dealer's collection work harder. Seemingly, it offers a loophole of escape to the farmers who have, for the past six months, been getting goods from the merchants upon the understanding that they would pay this fall.

BIG BRUSH ORDER.

An order for 200,000 brushes has been placed with one of the wholesale firms in Montreal by the Government war supply office. The prices are not available, but the total runs well into the thousands. Likewise a detailed description cannot be given further than that they are bristle brushes. Owing to the scarcity of bristles the order has been rather difficult to fill, and the bulk of the brushes will be made by American firms, as the firm states that they could not be secured on this side of the line.

Orders are also being placed for shovels and other trench tools, but these are going to the manufacturers direct.

Fire Losses.

MacLeod, Alta.—The warehouse of the Dominion Cartage Co. was destroyed by fire.

Warton, Ont.—The hardware store and stock of J. Flett was totally destroyed by fire.

Practical Problems for Sheet Metal Workers

Article No. 12 of Series

By Chas. Seivers

IN the previous article the elevations and plans of a box were illustrated. In this article the patterns of different parts are shown.

First the pattern of the front elevation, draw a straight line as A-A, from this line and at right angles or square to it, also a distance apart equal to the length of front. Then draw two lines, cutting them off at the height required. Next draw a line connecting them at this point, this will give pattern less seam allowance. etc.

On bottom or line A-A, allow single edge to receive bottom, on top or line parallel to A-A, allow edge to cover wire reinforcing. On the two ends allow two edges or double allowance to receive edge on end. The rear elevation being same the one pattern does for the two.

The pattern for the end is developed in the same manner, the allowance for seams on the bottom is single edge to receive bottom. A wire allowance will

be necessary at top, but only a single edge on sides to receive front and rear pieces. *These seam allowances are illustrated in the full size details of corners, also seam on end partly finished and completed.

Having obtained patterns of body, next is the bottom.

To lay out bottom draw a line equal to length of box, at each end draw lines square with it and of a length equal to width of box. Connect these lines thus getting outline of the bottom, next allow on four sides the seam allowance, this will be a double allowance similar to edges allowed on front and rear portions of body.

The portions are marked out in the same manner, a small edge being allowed on bottom and two ends to allow of being fastened or soldered to body of box and a wire allowance at top to receive wire reinforcing. The length and height, etc. of partitions are taken off plan and sections respectively.

In patterns shown here the body of box would be in four parts and bottom separate if necessary in laying out, the front part can be marked out as shown, and from line A-A mark out pattern of bottom and from line B-B on bottom mark off rear portion as shown from line B-B.

The laying out of the different parts joined as suggested would however depend upon size of material compared to size of article required.

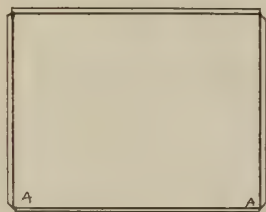
These two articles are submitted with a view of the student receiving practice in making neat seamed joints and wire edges.



Red Devil Tools.

Smith & Hemenway Co., 150 Chambers street, New York, announce that they have a "family album" of about a thousand red devil tools and will be glad to send it to anyone who wants it, free.

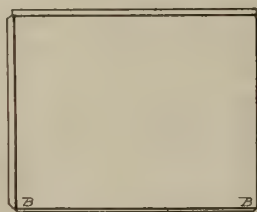
PLATE 12



PATTERN OF FRONT ELEV.



OF END ELEV.

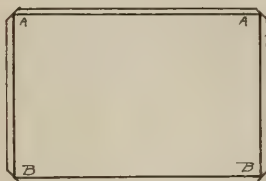
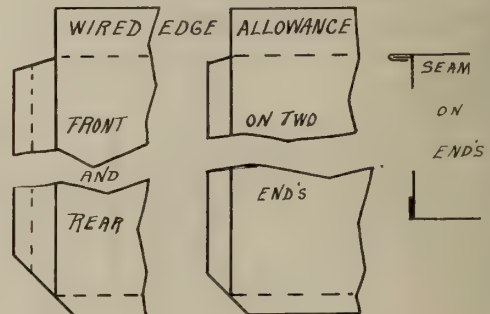


OF REAR ELEV.

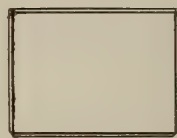


OF END ELEV.

* FULL SIZE OF CORNER'S



PATTERN OF BOTTOM.



OF PARTITION'S
8 REQUIRED



OF
CROSS PARTITION'S
3 REQUIRED

*The original drawing of this plate was to scale as described. We would suggest that the student develop the drawing as described, and not as shown in plate.

Pinchin Johnson Co. of Canada Now Strictly Canadian Firm

Important Announcement Made by the Above Company—Now Owned by Canadian Interests — R. B. Johnson Appointed Manager.

IN the Oct. 31 issue of Hardware and Metal we announced that an important change had taken place in the Pinchin, Johnson Co of Canada, Ltd., and that all the interests, other than Canadian, had been bought out by the Canadian shareholders, and that henceforth the company would be a purely Canadian one, controlled by Canadian interests. We are now able to give to our readers some further information regarding the reorganization which has taken place. The company has this week sent out to the trade an announcement as follows:

"Pinchin, Johnson & Co., of Canada, manufacturers of Minerva Paints and Specialties, is now owned solely by Canadian interests, therefore, the company becomes a Canadian organization in which Messrs. Brandram-Henderson, Limited, are largely interested.

"This connection is particularly advantageous to us, as it gives us a raw material source of supply heretofore unavailable, particularly that of white lead, which is corroded direct from the metal by the Brandram and Old Dutch process, by Brandram-Henderson, Limited, at their lead corroding works, Montreal.

"Mr. R. B. Johnson, who has been connected with Pinchin, Johnson & Company for some years, is appointed manager, and will retain most of the old staff.

"The policy adopted is broad and aggressive. The quality of Minerva paint will be maintained at 'high standard,' and we are certainly in a better position than ever to render most efficient service.

"We desire to express our appreciation of your patronage and trust the pleasant relations existing between us will long continue. Our salesmen will shortly place the Minerva paint, 1915 selling campaign before you in such a manner as we feel confident will be appreciated.

PINCHIN, JOHNSON & CO.,
Of Canada."

377-387 Carlaw Avenue,

Toronto, December 15th, 1914.

The Canadian business was established five years ago, the factory being located on Carlaw avenue, Toronto. Despite the comparatively short time that the company has been operating in Can-

ada, it has developed important connections in the trade.

R. B. Johnson, who has been appointed manager of the company, was born and attended school at Brockville, Ont. He was reared in an atmosphere of paint, and it was but natural that he should choose the paint field as his commercial avocation in life. Although still a young man, he has had many years' experience in the paint business in Canada. Mr. Johnson is a thorough Canadian, one of the enthusiastic and optimistic kind, and is a strong believer in the "Made in Canada" principle of doing business.



R. B. JOHNSON,
Manager, Pinchin, Johnson Co. of Canada,
Ltd.

He is fully convinced that Canadian industries have a tremendous era of prosperity ahead of them and in spite of present conditions he is fully satisfied that the business outlook for 1915 is all that could be desired.

Mr. Johnson states that Pinchin, Johnson & Co. are going right ahead with their 1915 advertising and selling plans, and he also states the plans are on a much larger and more aggressive scale than any of the company's extensive undertakings of this kind in the past. During the past few years Mr. Johnson has taken a prominent part in organiza-

tions identified with the hardware and paint trade. He took an active part in organization work in connection with the Canadian Hardware Manufacturers' Exhibitors' Association, and was one of the first Directors of the Association. A likeness of Mr. Johnson appears on this page.



PROOF OF THE DRAWING POWER OF A SANTA CLAUS.

(Continued from Page 38.)

for tickets was such that it is believed 20,000 to 25,000 would have been required to fill the demand. And to every child and mother and sister in those vast audiences and huge procession and crowded streets, the event was identified solely with the toy department of one particular store.

A program particularly appropriate for the occasion took place in Massey Hall.

And more: from the very day on which the Santa Claus "opening" took place that department was filled many times during the day, and when Santa Claus himself passed along, the aisles were crowded.

There are many other details in connection with the Eaton Santa Claus arrival, but sufficient has been said to demonstrate how one firm at least closely identifies Santa Claus with the toy department. The same plan could be carried out on a smaller scale by the retail hardwareman—in fact, some retail hardwaremen have for several years past been featuring Santa Claus in connection with the toy department.



Ontario Incorporations.

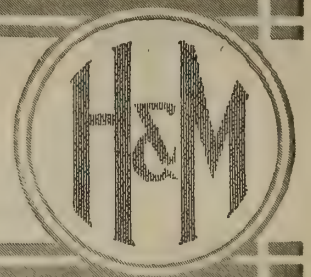
Canadian Cartridge Co., Ltd., capitalized at \$100,000, head office Toronto, to trade in brass and bronze, copper and steel products, hardware, cartridges, shells, rifles, ammunition, etc.

Everlasting Caskets & Vaults, Ltd., capitalized at \$50,000, head office Chatham, Ont., to carry on the business of casket manufacturers, etc.

Ashdown, Palmer & Elliott, Ltd., capitalized at \$40,000, head office, Toronto, to carry on the business of painters, decorators, house furnishers, etc.



Current News



Obituary.

Kent Bridge, Ont.—The death occurred recently of A. Hubbell, hardware merchant.

Dominion Incorporations.

Port Lobos Petroleum Co., capitalized at thirty million dollars, head office, Montreal, to engage in the business of buying, manufacturing, refining and and selling, etc., petroleum and gas and by-products of petroleum and gas.

Banquet to L. R. Greene.

Montreal, Que.—A most successful banquet was tendered L. R. Greene, a few evenings ago by the Publicity Association. Mr. Greene, who for some years has been advertising manager for the Sherwin-Williams Co., of Canada, Ltd., is severing his connection, to become advertising manager for Tucketts, Ltd., Hamilton, Ont.

Personal.

Among travelers who have been in Montreal recently are John Cameron, of the Winchester Company; L. M. Willard, of Millers Fall Co., Millers Falls, Mass.; Mr. Notman, of the McKinnon Chain Co., St. Catharines; J. J. Richardson, of the Berlin Robe and Clothing Co., Berlin, Ont.; and H. S. Pocock, of the B. B. Glove and Mitt Co., Beebe, Quebec.

Elected President.

Alexander Gibb, manufacturers' agent, Montreal, has been honored by the appointment of president of the Hardware and Metal Association of Montreal, succeeding George I. Crowdy. Mr. Gibb began his career as secretary to the late James Crathern, in his day one of the keenest hardware merchants of the city. Mr. Gibb represents in Canada several British manufacturers.

Business Changes.

Taber, Alta.—It is reported that the Taber Hardware Co. are going to discontinue business here.

Langdon, Alta.—Hill & Morley, hardware merchants, have changed their name to the Hill Hardware Co.

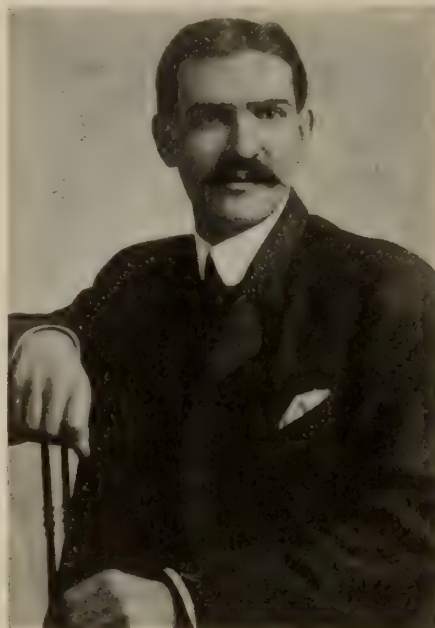
Drumheller, Alta.—It is reported that Wright & Wildman will open a hardware business here.

Craigsmyle, Alta.—Stanley Bros., hardware merchants, have been succeeded by C. L. Fitlington.

NEW IMPORTING AND JOBBING FIRM FOR WINNIPEG.

R. R. Kinread and E. C. Steeves have opened up in the importing, jobbing and commission business under the firm name of Kinread & Steeves with offices and warehouse at 152 Henry avenue east, Winnipeg.

Mr. Kinread was formerly connected with the Record Foundry & Machine Company, Moncton, New Brunswick, having for four years been employed in their factory there. For the past ten years he has been in the West, acting as



R. R. KINREAD,
of Kinread & Steeves, Winnipeg, Man.

manager of their Winnipeg branch, having opened the branch for the company in July, 1904.

Mr. Steeves has been connected with the same firm for the past nine years, he having spent three years at the factory, after which he was transferred to Winnipeg as salesman, covering Manitoba and Saskatchewan territory. Two years ago he was promoted to manager of the firm's branch at Vancouver, and has only recently returned to Winnipeg to enter into the above partnership.

Kinread & Steeves have taken over the entire business of the Record Foundry & Machine Co., from Port Arthur to Calgary. They intend specializing

stoves, ranges, furnaces and registers, and will be carrying a full stock of these goods here, taking care of the increased demand in the satisfactory manner as heretofore.

They are also carrying a stock of British "Whitelight" pocket lamps, batteries and bulbs. This line includes the Volex batteries. Other lines they will stock are the Wotan and Tantlam drawn wire incandescent lamps, these are also of British manufacture. They also intend carrying a stock of Lydon Automobile speedlers.

Other firms they are representing on a commission basis are the Bridgeport Hardware & Manufacturing Co., of Bridgeport, Conn., manufacturers of hardware and cutlery specialties; Parker Supply Co., of New York City, manufacturing engineers' and sheet metal workers' specialties; Central Brass & Stamping Goods Co., of Peoria, Ill., manufacturers of brass hose couplings, hose menders, nozzles and lawn sprinklers.

They are also representing Thos. Smart & Sons Co., of England, manufacturers of brass fire place fenders, mantels, and firing tools, silver and leather mounted pocket flasks, and Fire King sprinkling shovels. These goods are being handled through Geo. A. Marshall, of Toronto, Canadian representative for the above firm.

Messrs. Kinread & Steeves are putting out salesmen in the prairie provinces, and although different firms report business none too brisk, this firm with the lines it has and its faith in the West is very optimistic as to its future.

Hardware Hockey Club.

Calgary, Alta.—At a meeting held at the office of the Wood-Vallance & Adams' Hardware Co., the Hardware United Hockey Club elected officers, selected colors, and transacted general business. The club is composed of the two wholesale hardware and all the retail hardware firms in the city. The officers elected are as follows:—

Hon. president, E. M. Adams; patrons, W. C. Nancarrow, E. Hall, W. J. Illsey, J. T. Macdonald, Ben McLaren, T. R. Stuart, B. Odger, F. T. Marshall, W. R. Halpenny, W. Sanders, J. J. Ruthierford, W. Bell, N. E. Dixon, D. O. Byrne, H. C. Wright, G. L. Chesney, G. Haggerty,

C. Faucett, T. H. and F. R. Bevers; sec.-treas. F. S. Vine; manager, F. Walsh; assistant manager, L. A. McKellar.

Give Xmas Dinners.

Montreal, Que.—Christmas dinners to two hundred poor children of the city will be given by the Montreal Metal and Hardware Association. This was decided upon at the meeting of the association held yesterday in the Board of Trade, and each member undertook to supply his share. This feast for the children will take the place of the annual dinner of the association.

G. J. Crowdy, the retiring president, called attention in his report first, to the satisfactory settlement of the railway cartage question in Montreal and, second, to the preparations which the association had made for the presenting of evidence to the Dominion Royal Commission in connection with the increases in the ocean freight rates during the past few years.



E. C. STEEVES,
of Kinread & Steeves, Winnipeg, Man.

The election of officers resulted as follows:

President, Alex. Gibb.
Vice-president, T. Esmond Peek.
Treasurer, E. Goodwill.
Directors, J. H. Hanson, W. S. Leslie, A. Prud'homme and A. W. Pyke.

The retiring president, G. J. Crowdy, was unanimously selected as the association's nominee for election to the council of the Board of Trade.



The clerk who is always thinking someone is trying to take advantage of him, who goes around with a chip on his shoulder, will find suspicion met with suspicion.

Christmas Window Contest

FOR many years past it has been customary for Hardware and Metal to conduct a Christmas window display contest each year. This contest has become an event of wide interest for all Canadian retail hardwaremen interested in window trimming. The competition has been keen and each year has seen a wider and more representative response, culminating in the big success scored last year. During the last few weeks of December, dozens of photos were received at Hardware and Metal's office. The standard of the displays entered was so extremely high that the comment of one of the judges to the effect that "hardware window trimming has been put on a new plane," was fully justified. The announcement of the awards was eagerly awaited.

In accordance with past custom, two contests will be conducted this year—one for stores in places under 5,000 population; the other for places of 5,000 and over. No restrictions will be set on the style of display or the goods used in the arrangement, except that each window must be arranged with an eye to the Christmas trade. The prizes will be as follows:—

PLACES OF 5,000 AND OVER.

First Prize	\$10.00
Second Prize	5.00
Third Prize	3.00
Fourth Prize	2.00

PLACES UNDER 5,000.

First Prize	\$10.00
Second Prize	5.00
Third Prize	3.00
Fourth Prize	2.00

Contestants will note that two fourth prizes are offered this year, and also that the prize money offered in each case is larger than in previous years. The prize winners in last year's contest were: Places of 5,000 and over: First prize—Fred. J. Mills, with Mills Hardware Co., Hamilton, Ont.; Second Prize—Chas. Byford, with Bond Hardware Co., Guelph, Ont.; Third Prize—C. H. Smith, with J. H. Ashdown Hardware Co., Calgary, Alta. Places under 5,000: First Prize—W. S. Petrie, with D. Leckie, Kelowna, B.C.; Second Prize—D. E. Tait, with T. S. Tait & Sons, Campbellford, Ont.; Third Prize—John F. Bingham, with G. A. Binns Hardware, Newmarket, Ont. The following received honorable mention: Jules Gordeau, with J. H. Ashdown Hardware Co., Winnipeg; W. S. Bate, with McLaren Hardware Co., Calgary; L. A. Phaneuf, with South Hill Hardware Co., Moose Jaw, Man.; R. H. Thornhill, with the P. Hymmen Co., Berlin, Ont.; Chas. H. McGibbon, with Peterboro Hardware Co., Peterboro, Ont.; A. L. Shiells, Kincardine, Ont.; H. H. Otton & Sons, Barrie, Ont.; Thos. Houghton, Parkhill, Ont.; J. Sutherland, with the Whitley Co., Bracebridge, Ont.; Jas. Craig, with Van Tuyl & Farsbank, Petrolia, Ont.; Ted Robert, with B. Carriere & Fils, Hull, P.Q.

Since last year's contest a large number of new window trimmers have developed in the Canadian retail hardware trade and there promises to be keen competition in this year's contest.

The contest closes on Saturday, December 28. No photos received after that date will be entered unless there is proof that they had been delayed in transit.

All matter should be addressed to "The Editor, Hardware and Metal, 143-153 University Avenue, Toronto," and marked "For Christmas window contest."

ARE YOU GOING TO ENTER?



Paint Department



Wall Board and Paint for Libraries

The Local Merchant Has An Unusual Opportunity to Get Painters Interested in Using Wall Paints.

FOR years the accepted finish for a library or living room has been wallpaper. However, as times have changed, it has been found that paint is far superior, not only in the way of beautifying the room, but because it makes the rooms more wholesome and, therefore, gives them a better atmosphere for the persons living in them. As the library is a much-used room in the home, it is natural that the average user prefers some sort of wall material that will involve that most sanitary of wall finishes, paint. Accordingly, wall boards have become more and more in use for building the walls and ceilings of libraries.

In the first place, wall boards are very practical, most of them being manufactured from some material like pure wood-fibre. Scientifically pressed and bonded, they are so made as to be strong and dependable.

Likewise, wall boards are convenient; they come in panels of size and shape suited to all average needs and can readily be put up and decorated. In new work they are nailed directly to the studding and headers and in old rooms over the old material. There is no dirt, litter, or confusion in handling and no cracking of the wall boards, and once they are on they are practical and attractive.

When wall boards are used for the library, paint is employed in connection with them. Here the painter has a chance to show his ability. If desired, he can express his temperament and taste as an artist. This means that the result of every good job leads to his further success, a lasting advertisement for him.

The painter has an opportunity, indeed, for after the wall boards have been applied according to the simple but very important instructions, they should be painted. First a sizing is used, after which the walls may be stippled or mot-

tled and simply given a simple one-tone coat.

There are all sorts of opportunities offered for combining colors. The larger panels or the frieze may be given a ground tone of soft yellow which would harmonize with the soft cream of the ceiling and, in contrast with these, the lower walls might be painted in brown or buff or shades of green. The frieze pattern then may be stenciled with some color that will duplicate one of the notes in the lower walls or be a contrast with it. In a similar way, other color patterns may be worked out with unusually good effect.

Another way to decorate a room of this sort would be to use the glossy and dull tone paints. For instance, in carrying out the panel effect, the dull tone paints might be used for a certain distance around the border of each panel and within a light decorative band or a stucco beading, glossy paints might be used. This would bring out the attractiveness of the paneling. At the same time the beauty of the panels will be credited to the painter whose work developed the fine color effects.

With regard to the panel strips, the painter can either use stain or paint, or varnish the decorative strips used with wall boards. He can decorate them to harmonize with his color scheme. This beauty, too, while traceable to the paneling itself, would naturally be accredited to the painter who devised the splendid decorative effect.

In almost all libraries, the decorations are chosen with a view to being used two or three years. However, the painter has an opportunity right here to produce the original effect so that each subsequent year he will be called upon to make some little change. For instance, if he uses flat tone paints and a simple stencil the first year, he may so arrange with the owner that he can at the second season stipple all the walls and the season following retouch the

stencil with something new and in little different colors. By the time the owner is ready to have the room entirely done over, the painter will have had two or three jobs out of what otherwise would have been simply an opportunity for the paperhanger and not for the painter at all.

In fact, wall boards are so effective that it naturally follows that the painter not only gets advertising from the jobs he does on wall boards, but also gets in-between jobs and in this way profits in due proportion. In addition, he may take up this type of work during the rainy season or during the winter, and so profit by having jobs that consume time otherwise entirely lost.

The painter who endorses wall boards for use in libraries, therefore, certainly has nothing to lose and a great deal to gain.



RETAILERS' RELATION TO NEW COMPENSATION ACT.

(Continued from page 33.)

Along with those engaged in clerical work, however, which are exempt from this provision, the law also includes farm laborers, domestic servants, and outworkers. This particular class would include delivery men, who are not directly in the employ of the firm, but who, for instance, are engaged by the firm at so much to do their work. These are among the staff known as "outworkers."

Another important clause should be noticed. In the case of all engaged in the operation of passenger or freight elevators whether it be in a building connected with an industry or a warehouse or shop or office or other building, all are brought under the operation of Part One, and the employer is required to furnish the names of all those who may be engaged in the operation of the elevator to the Board, and to pay a certain percentage per year on their salaries. If an accident occurred and damages were assessed for the fault of the person not so reported, the employer would be liable for the full amount of the damages, which he would have to pay himself, and which would not be paid out of the common fund.

*Your Food Chopper Sales
will Steadily Increase*

If you sell the

"NEW STANDARD"

Exclusive features: By means of a Lever Lock it opens wide like a book and is instantly and easily cleaned. Shear Cutting — Self-Sharpening. Chops without mashing. Double Tinned, which makes a perpetual and lasting finish. Positive table clamp prevents machine from shifting while in use. Easy to operate.

These "New Standard" features are a combination that gives users highest satisfaction and dealers a splendid recommendation.

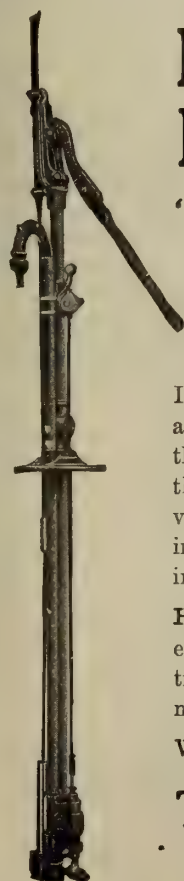
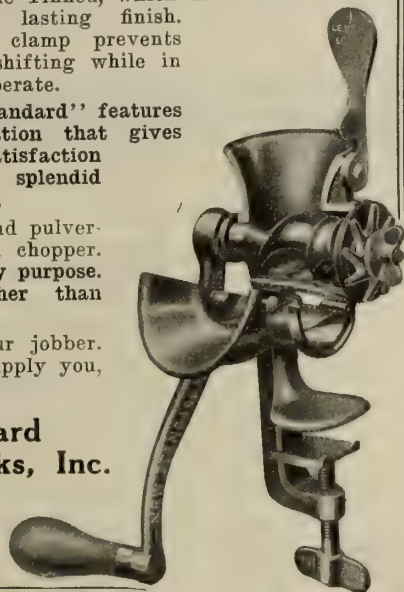
Three knives and pulverizers with each chopper. A size for every purpose. Price no higher than others.

Order from your jobber. If he cannot supply you, write us.

**New Standard
Hardware Works, Inc.**

MOUNT JOY, PA.

FRED E. LAKE, Ottawa,
Ont., representative for Eastern Canada.



Heller-Aller Force Pumps

**"The very profitable and
reliable kind"**

Pump Cylinders are made of heavy brass tubing, which has a double advantage.

It ensures the very best wear and permits the use of very coarse thread on cylinder caps (eleven threads to the inch). This prevents the cap threads from wearing or rusting off and dropping into well.

Heller - Aller Force Pumps are equipped with the most efficient, tried and tested valves. They never fail in service.

Write for full information.

The Heller-Aller Co.
Windsor, Ontario

LUXEBERRY WHITE ENAMEL

Whitest White · Stays White

In the nursery, living-room, any room throughout the house, Luxeberry White Enamel adds a touch of brightness and beauty.

Finger marks and spots never penetrate its snow-white, durable, washable surface.

And for floors sell Liquid Granite, the durable, lustrous varnish, never harmed by water or the hardest sort of wear.

If you do not sell Berry Brothers' "high quality" finishes now—write for our co-operative dealer proposition today.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

**WALKERVILLE,
ONTARIO**

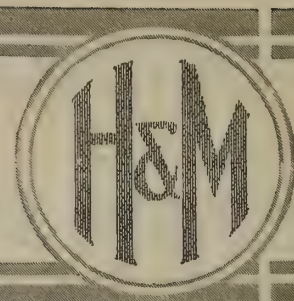


LIQUID GRANITE

Lasting Water-Proof Floor Varnish



Weekly Paint Markets



MONTREAL.

MONTREAL, Dec. 16.—A pre-holiday quietness prevails throughout the trade, which is emphasized by the general attitude of the retailers in buying close. Travelers are out on spring business, and their reports continue to show a favorable condition of affairs in the country districts, although in the cities, and particularly those which are manufacturing centres, things are naturally dull. Western Canada continues slow. The records of the Canadian building permits may be taken as a barometer of conditions in the paint business, and in this connection no comment is required here. The trade has readjusted itself to the new prices of glass. The demand has not been heavy, and prospects would seem to indicate that the future is more likely to see advances than declines so long as the Belgian supply is eliminated.

Linseed Oil.—The general situation shows continued strength, but this is not shown throughout the trade where there are indications that competition is leading to keen quotations. One large firm reports that the price has just been cut two cents, which takes this house to the bottom of the range, and makes their quotation a little more favorable than that which is being given by the refiners, when discounts are taken into consideration. On the other hand, there are other concerns which, while quoting 58c, claim that the price should be 60c to be nearer the mark. Refiners are looking for higher rather than lower prices for the future, but the situation is uncertain until there are better reports concerning the crop in Argentina. The demand at the moment is not heavy, and is practically confined to barrel orders.

	Raw.	Boiled.
5-gallon lots ...	60-62	62½-65
1 to 2 barrels ..	55-57	57½-60
Ten-barrel orders about 2c under.		
5-gal. cans, 50c each; 10-gal. cans, 75c each.		

Gasoline and Benzine.—A heavy fall of snow has put many of the automobiles out of commission for the remainder of the winter, with the result that there is a falling off in the consumption of gasoline. Coal oil is finding a good demand,

prices being 14c for Canadian and 17½c for American.

Gasoline.—In drums, 15c gal.; tank wagon, less 100 gals., 14½c gal.; 100-gal. lots and over, 14c. Benzine, in wood, 18½c; in steel, 15c.

Turpentine.—While there is nothing new reported in the turpentine market, and while the whole situation appears to be easier, the fact remains that there are quotations heard as much as 5c above the rock bottom price.

½-barrel lots.	66c gal.
1-barrel lots.	63c "
2 to 4-barrel lots.	52c "
5 to 10-barrel lots.	51c "

Glass.—The market is firm on the recent big advance, although buying has not been heavy. One dealer, in speaking of the situation, referred his interviewer to the Canadian building permits as an answer to the situation. Further price increases are looked for by some of the dealers because the outlook is that it will be a considerable period before there is again a normal supply.

White Lead, Etc.—White lead continues firm at \$8.45, with an advance of 20c for less than ton lots. The situation shows little change during the week. There is little change also so far as colors and chemicals are concerned. Whiting is now coming freely, and putty is steady.

TORONTO.

TORONTO, Dec. 17.—There is little of importance to note in the paint market this week. As is usually the case at this time of the year, there is comparatively little business doing in the city. The cold weather has further restricted building operations, and a number of manufacturing plants are far from being busy. Orders from the country for spring business are coming in steadily. Stocks generally are low, which will create a demand whenever trade conditions improve and the outlook is brighter.

There have been no price changes this week. White lead and mixed paints are quiet. There is a slow demand for glass and putty and prices are firm. Linseed oil and turpentine are quiet, although

the market for the latter is showing some strength. Coal oil is moving well, as are also gasoline and benzine. Collections are reported to be poor.

Linseed Oil.—The market continues dull and business quiet. Quotations are holding firm, and are as follows:

	Raw.	Boiled.
Single bbls.	56	59
3 to 5 bbls.	55	58
6 to 9 bbls.	54	57

Turpentine.—The turpentine market is unchanged. There has been some accumulation of stocks at Savannah, but prices are unchanged. Business is quiet. The following prices are being quoted in Toronto: Single bbls., 68c; 2 to 4-bbls., 67c per Imperial gallon.

Coal Oil.—There is a brisk demand for coal oil, stimulated by the cold spell. Prices have been held at the new level, as published last week, and are given in our current paint market quotations. Gasoline and benzine are moving fairly well, with prices firm at 18½c and 17c per gallon, respectively.

Glass and Putty.—The glass situation has improved to some extent, but is not causing any particular anxiety, as the supply is quite equal to the present demand, which has fallen off. Business is quiet and prices holding firm. For glass prices, see current paint market quotations.

Putty is in fair demand, but falling off. The following prices are for standard putty in less than ton lots:

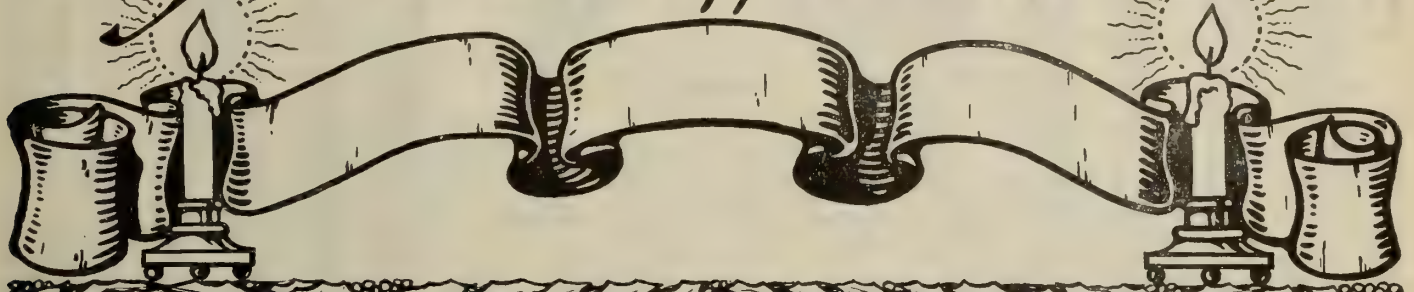
	Per 100 lbs.
Bulk bbls., 800 lbs.	\$2.40
Bulk drums, 100 lbs.	2.60
Bulk drums, 50 lbs.	2.65
Bulk drums, 25 lbs.	2.70
Bulk drums, 12½ lbs.	2.95
Cased tins, 25 lbs.	2.90
Cased tons, 12½ lbs.	3.10
Bladders, bbl., 400 lbs.	2.90
Bladders, cases, 100 lbs.	3.00
Pure putty, 60c per cwt. advance.	

Confidence is the best basis of trade.

* * *

Thinking will make a man of anything that walks.

To All Good Men and True



GREETING

THE passing away of the old year and the coming of the New takes place under conditions which seem to overshadow all else.

At a time when our thoughts would dwell on **PEACE AND GOODWILL**, many of the great nations are waging the worst war in the history of the earth.

England and her Colonies have a conviction that enduring Peace is only possible when militarism has been given its death-blow.

Since the beginning of the war the children of the Motherland have sunk all slight differences of opinion, and from Ireland to far-off India and the Islands of the Sea, they all claim their right to assist her with their best in the great problem which confronts her.

Unity and Peace dwell in the Empire throughout the world.

Putting aside, for the moment, all thoughts of war, we wish our friends and customers throughout Canada, if not a Merry Christmas, at least a Happy one, and as Prosperous a New Year as the great issues of the day will admit.

We thank you one and all for the hearty patronage accorded our products during 1914, and assure you of our best service and co-operation for 1915.

BRANDRAM - HENDERSON

LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

1914

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

A

ALUMINUM.

Ingot, 99% pure, lb. 22c
Pattern, lb. 23c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 50; 22 short smokeless, 55 and 5; 22 long rifle, black and smokeless, 40 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 3. Center Fire Pistol Cartridges, 20 and 2½; Center Fire Sporting and Military Cartridges, 10%; Primers, 10 and 2½; Brass Shot Shells 45 and 12%; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, and Nitro Club Remington, and "Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 per cent.; "Regal" Dense Smokeless Powder, 30 and 10 p.c. "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 30 days net.

Shot standard, 100 lbs., \$15. 45 p.c.; cash discount, 2 p.c. 30 days; net extras, as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY.

Cookson's or Hall-
lett's 17 50 18 00

ANVILS.

Buckworth, per lb. 0 10½

AUGERS.

Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
" " auger 70 p.c.
Rockford's auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AXES.

Daisy, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black Diamond, doz. 9 00
Samson single bit, doz. 9 00
Samson single bit, handled, doz. 12 50
Samson double bit, doz. 12 50
Samson flooring axes No. 2, doz. 9 00
Single bit, doz. 6 75 9 50
Double bit, doz. 10 50 12 00
Hunters' Axes 5 00 6 00
"Boys" Axes 5 75 6 50
Bench Axes, Samson.

No. 3, doz., net. 9 00
No. 3, doz., net. 9 30
No. 4, doz., net. 10 25
No. 5, doz., net. 11 50
No. 6, doz., net. 12 00

B

BABBITT.

Canada Metal Co., Ltd.—Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6 to 60c lb.

Thomas Robertson & Co., Ltd.
—No. 1, 27c; No. 2, 18c; No. 3, 14c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, 2 and 3.

Alonzo W. Spooner, Ltd.—Spooners' Copperine, Tough, Hard, Finest, No. 1 and 2 Nicoluminum grades, No. 1, 2, 3. Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3. No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 50 and 10 per cent.
Standard, 60 per cent.
Lace leather, per side, \$1; cut laces, No. 1, \$1.25.

BENZINE.

Montreal Toronto
Single bbls., gal. 0 20 0 18
3 bbls. 0 17½

BOLTS AND NUTS.

Carriage Bolts (\$1), list, ¾ in. dia. and smaller, 65 and 10 p.c. Carriage Bolts (\$1) list, 7-16 in., 52½ and 12½%.
Machine Bolts, ¾ in. dia. and smaller, 70 and 5%.
Machine Bolts, 7-16 in. dia. and larger, 60 and 5%.
Sleigh Shoe Bolts, ¾ in. dia. and smaller, 62½%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½%.
Coach and Lag Screws, 75 and 5%.
Skein Bolts, 75%.
Square Head Blank Bolts, 60%.
Bolt Ends, 60 and 5%.
Plover Bolts, 55, 10 and 5%.
Elevator Bolts, 60 and 5%.
Fancy Head Bolts, 50 and 5%.
Shaft Bolts (\$3) list, 50 and 10%.
Step Bolts, large head (\$3) list, 50 and 5%.
Whiffletree Bolts, 50 and 5%.
Nuts, Square, 44½ off list.
Nuts, Hexagon, 44½ off list.
Stove Rods, per lb., 5½ to 6c.
Tire Bolts, 80 and 7½%.
Tire Bolts, 75%.

BRASS.

Per lb
Springs, sheets, up to 20 gauge 0 25
Rods, base ½ to 1 in. round 0 22
Tubing, seamless base 0 24
Tubing, iron pipe size, 1 in. base 0 24
Copper tubing, 4c extra.

BUTTS.

Plated, bower barff and nickel, No. 241, 45%.
Wrought brass, 45% off revised list.
Cast iron loose pin, 60%.
Wrought steel fast joint and loose pin, 70 and 5%.
Crescent brands, 70%.

BARS (Clothes).

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range).

30-gallon, Standard, \$4.50; extra heavy, \$7.

BOARDS, BAKE.

Per doz.
No. 0, ¾ inch rim, 16x22... 4 25
No. 1, ¾ inch rim, 18x24... 4 75
No. 2, ¾ inch rim, 18x28... 5 25
No. 3, ¾ inch rim, 20x30... 5 90
No. 0, ¾ inch rim, 16x22... 4 60
No. 1, ¾ inch rim, 18x24... 5 30
No. 2, ¾ inch rim, 18x28... 5 60
No. 3, ¾ inch rim, 20x30... 6 30

BOARDS (Ironing).

Size 12x60 ins., doz. 7 20
Size 14x60 ins., doz. 8 40
Folding, 14x53 ins., doz. 16 50

BOARDS (Sleeve).

Basswood, stationary, doz. 1 50
Folding, per doz. 3 50
Folding, without sleeve... 19 00

BOARDS (Wash).

Per doz.
Pony 1 20
Crown 2 05
Dandy 2 25
Improved Globe 2 35
Standard Globe 2 45
Neptune 2 45
Original Globe 2 75
Newmarket King 2 75
Jubilee 2 75
Victor (Glass) 3 50
Diamond King (Glass) 3 75
Western King (Enamel) ... 3 50
Beaver (Brass) 3 50

BRUSHES.

Weighted, 15 lb., per doz. 14 70
Weighted, 20 lb., per doz. 19 90

C

CANS.

Milk cans and pails, 35%.
Creamery cans, 35 and 12½%.
Railway cans, 40 and 12½%.
Hand, delivery and creamery cans, 35%.
Cream cans, 35 and 12½%; with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Milk can trimmings, 20%.
Common, cork-lined, 3 per cent.
Cans, jacketted.
1 gal. jacketted, per doz. .. 2 70
2 gal. jacketted, per doz. .. 3 60
3 gal. jacketted, per doz. .. 4 20
5 gal. jacketted, per doz. .. 4 60
10 gal. jacketted, per doz. .. 8 40

CEMENT AND FIREBRICK.

Less than carload lots .. 1 85
Portland, per bbl., carload lots, f.o.b. Toronto 1 55
White Bros. English, 2 00 2 05
"Lafarge" cement, in wood 3 40
Fire brick, Scotch, per 1,000 23 00 28 00
Fire Brick, English, 17 00 21 00
Fire Brick, Am., low 23 00 25 00
Fire clay (Scotch), net ton 6 50
Fire clay, Am., net ton 5 00 10 00

CEMENT (FURNACE).

1½ lb. tins, per doz. 1 00
6 lb. tins, per doz., lb. 0 05
25 lb. tins, per doz., lb. 0 04

CEMENT, ROOFING.

Per gal.
Roofing cement (in bbls.).. 0 17
Cement (in 5 and 10 gals.).. 0 19
Cement (in 2 gals.) 0 25
Cement (in 1 gal.) 0 30

CHALK.

Carpet, colored, per gross 0 65 0 80
Carpenters lead pencils, per gross ... 2 40 6 75
Crayons, per gross.. 0 20

CHISELS.

Cold chisels, 5x6 in., doz.... 2 20
Bevel edge, 1 inch, doz. ... 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, \$7.25; 5-16, \$5.10; ¾, \$4.35; 7-16, \$4.05; ½, \$3.80; 9-16, \$3.80; ¾, \$3.65; ¾, \$3.60; ¾, \$3.40; 1, \$3.20.
Electric Weld Coil Chain—BB, 3-16 in., \$9 per 100 lbs.; ¼ in., \$6.25 per 100 lbs.; 5-16 in., \$4.65 per 100 lbs.; ¾ in., \$4 per 100 lbs.; 7-16 in., \$4 per 100 lbs.; ½ in., \$4 per 100 lbs.
Electric Weld Loading Chain, ¼ in., \$11.50 per 100 lbs.

CHURNS.

No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, 16; f.o.b. Toronto, Hamilton, London and St. Mary's, 40 and 10 per cent.; f.o.b. Ottawa, Kingston, and Montreal, 37½ and 10 p.c.

CLEANERS (VACUUM).

Eureka Electric, each \$35 00
Cadillac Vac. Sweeper ... 5 50
Cadillac Combin'n Cleaner 6 50
Cadillac Electric, Model C, 13 00
Cadillac Electric, Model D 20 00

COMPOUND.

Soclean Sweeping. Per case.
4½ lb. size, 2 doz. in case.. 4 50
8 lb. size, 2 doz. in case ... 7 20
17 lb. size, 1 doz. in case .. 6 75

COPPER.

Montreal Toronto
Casting ingot \$14 50 \$14 50
Bars, ½ to 2 in. 23 00 27 50
Plain sheets, 14 oz., 14x28 in., 14x60 in. 21 00 29 50
Copper sheet, tinned 14x60, 14 oz. 23 50 30 50
Copper sheet, planished, 14 x 60 base 29 00 37 50
Braziers' in sheets, 6 x 4 base 24 00 29 50

CORD (SASH).

No. 5, Special 0 50
No. 6, lb. 0 25½
No. 7, lb. 0 24½
No. 8, No. 9, No. 10, No. 12 0 24

CRATES.

Humpty-Dumpty, egg, doz.. 3 75
Ideal egg boxes, with filler, 12 doz. size, per doz. ... 3 50

CANADA PLATES.

Ordinary, 52 sheets .. 2 75 3 00
All bright, 52 sheets, 3 85 4 00

Galvanized.

Apollo D. Crown Gorbals
18x24x52 .. 4 45 4 45 4 60
60 .. 4 70 4 70 4 85
20x28x30 .. 8 90 8 90 9 20
20x28x80 .. 9 40 9 40 9 70

M.L.S. and Famous—

Per box
I C, 14x20 base \$7 00
I X, 14x20 base 6 00
I X X, 14x20 base 7 00
I X X X, 14x20 base 9 50

CHARCOAL TIN PLATES.

Raven and Murex Grades—
I C, 14x20 base 5 00
I X, 14x20 base 6 00
I X X, 14x20 base 7 00
I X X X, 14x20 base ... 9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base 4 65
I X, 14x20 base 5 65
I X X, 14x20 base 6 65

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets 7 40
I X, Terne Tin 9 40

COKE BRIGHT.

Bessemer Steel—
I C, 14x20 base 4 50
20x28, double box 9 00

CLEVICES.

7½c per lb

CLOCKS, ALARM.

Good Morning, ea. 0 80
Look Out 0 92
Big Ben 2 00
Baby Ben 2 00

CROWBARS.

4½c per lb.

DRILLS.

Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 70 and 10 per cent.

NAILS & WIRE

"From
Ore to Fin-
ished Product"

WIRE NAILS

All Standard and Special Gauges

NAIL WIRE, RIVET WIRE
Straightened and Cut to Length

Wire Rods Steel Bars

Prompt Shipment

Dominion Iron & Steel Company, Ltd.

Sydney, N.S. Montreal, Que. Toronto, Ont.





W. G. HARRIS, Senr.
President

We Extend
The Season's
Greetings
To All



W. G. HARRIS, Junr.
Vice-President

THE CANADA METAL CO., LIMITED

Toronto Montreal Winnipeg

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., \$14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base ... 7 00 7 00
I X, 14 x 20 base ... 8 25 8 25
I X N, 14 x 20 base ... 9 50 9 50

DUCK.

Yarmouth Double Standard
29 in. Single
7 oz. ... 0 17½ 6 oz. ... 0 12½
8 oz. ... 0 19½ 7 oz. ... 0 11
10 oz. ... 0 21½ 8 oz. ... 0 15½
12 oz. ... 0 23½ 9 oz. ... 0 17½
10 oz. ... 0 19½
12 oz. ... 0 23½
15 oz. ... 0 32
Emery wheels, 67½% discount.

F

FILES AND RASPS. Per cent.
Disston's ... 75
Great Western American ... 75
Kearney and Foot, Arcade ... 75
J. Barton Smith Eagle ... 75
McClellan Globe ... 75
Black Diamond ... 66 2-3
Delta Files ... 65
Nicholson ... 66½
Jowett's (English list) ... 27½
Spear & Jackson (Eng. list) ... 35
Globe ... 75
Hellers ... 70

FITTINGS (IRON PIPE).

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 per cent.

FIXTURES, STAIL. Doz.
Hollow ... 0 81
Solid ... 1 35

G**GALVANIZED WARE.**

Dufferin pattern pails, 50 p.c.
English pattern, 50 per cent.
Galvanized washtubs, 50 p.c.

GASOLINE Montreal Toronto
Single bbls., per bbl. 18½ 18½
Three bbls., and over ... 0 18

GRINDSTONES. Per 100 lbs.
Over 40 lbs. and 2 in. thick 1 25
Smaller sizes extra.

H**HALTERS (SNAP AND RING).**

Jute Rope, ¾-in., per gross 8 00
Jute Rope, ½-in., per gross 10 50
Jute Rope, 5/8-in., per gross 13 50
Leather, 1-in., per doz. ... 4 00
Leather, 1½-in., per doz. ... 5 20
Web ... 2 45

HALTERS (SISAL)

¾-in., \$3.00; 7-16 in., \$10.20; ½-in., \$11.40; 9-16 in., \$13.20; ¾-in., \$15.00.

HAMMERS, SLEDGE.

Can., 5 lbs. and over ... 0 06
Masons, 5 lbs. and over ... 0 06
Napping, up to 2 lbs. ... 0 09

HANDLES (WOOD).

Axe, No. 3 culis, doz. ... 0 60
Axe, No. 1 hickory, doz. ... 2 04
Axe, 2nd growth, doz. ... 3 00
Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.
Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40 p.c.
Railroad and navy pick, 25 p.c.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.
Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox, No. 021
B.D. Trolley, doz. pr. ... \$7 50
R. W. No. 117 P.D. Hanger, full set ... 2 75
R.W. No. 321, per doz. pr. 14 40
Stearns wood track, Special. zenith ... 9 00
Atlas, steel covered ... \$5 25 6 00
Perfect, No. 1 ... 8 50
Perfect, No. 1½ ... 9 50
Perfect, No. 2 ... 10 00
New Milo, flexible ... 6 00
Double strap hangers, doz. sets ... 6 50
Standard, jointed hangers, doz. sets ... 6 45
Steel King hangers, doz. sets ... 6 40
Storm King and safety hangers ... 5 75
Storm King rail ... 4 25
Crown ... 4 85
Crescent ... 7 25
Sovereign ... 6 50
Chicago Friction. Oscillating and Big Twin Hangers, 5 p.c.
Steel track, 1 x 3-16 in. (100 ft.) ... \$3 25
Steel track, 1½ in. ... 4 75

HATCHETS. Samson Samson
Per doz. Shingle Claw
No. 1 ... 13 13 15 10
No. 2 ... 14 20 15 70

HIDES.

Trimmed hides, green 0 12 0 13
Trimmed, green and partly cured ... 0 12 0 13½
Usual 2 lbs. tare.
Horsehide, with mane and tail, up to ... 3 75
Sheep skins, up to ... 1 50
Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

4 in., doz. prs. ... \$1 03 \$0 87
5 in., doz. prs. ... 1 25 1 00
6 in., doz. prs. ... 1 35 1 03
8 in., doz. prs. ... 1 84 1 38
10 in., doz. prs. ... 3 24 2 27
12 in., doz. prs. ... 4 03 3 73
14 in., doz. prs. ... 4 59 4 00
Heavy tee and strap discount, 40-10 per cent.

Light tee and strap discount, 70 per cent.

Screw hook and strap hinge—
Under 12 in., per 100 lbs. ... 5 00
Over 12 in., per 100 lbs. ... 4 25

Extra hooks for above, ¾ in., per lb. ... 5½
Extra hooks for above, ¾ in., per lb. ... 5½

Crate hinges and back flaps, 65 and 5 per cent.

Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING).

Spring, per gross—No. 5, \$15.00; No. 10, \$19.50; No. 20, \$8.50; No. 50, \$24; No. 51, \$9.60; No. 120, \$17.40; offset No. 192, \$16.80.

Chicago hold back screen door iron, gross, \$12.

Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 per cent.

Garden City fire house hinges, 12½ per cent.
"Chief" floor hinge, 50 p.c.

Hoes, Grub, 3½-lb., \$4 doz.

HOOKS, GRASS.

No. 2, per doz. Canadian Fox ... 1 60 2 50
No. 3, per doz. ... 1 70 2 00
No. 4, per doz. ... 1 80 3 25

HOOKS, CORN.

Eureka, doz. ... 1 80
Cyclone, doz. ... 2 40
Hoes, corn, doz. ... 4 50

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow pattern, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, \$4.35; No. 1 and smaller, \$4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, \$5.75; special countersunk steel, all sizes, 0-4, \$6.25; toe weight steel shoes, all sizes, No. 1 to 4, \$6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25; "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Put up in 25-lb. boxes.

ROSE, LAWN.

Competition ... 70 10 p.c.
Corrugated, 1½ in., ft. ... 0 11
Corrugated, ¾ in., ft. ... 0 14½
Cable, 70 per cent.
Leader, 60 and 10 per cent.

I**IRON AND STEEL.**

Montreal Toronto
Angles ... base 2 50 2 50
Common bar, per 100 lbs. ... 2 05 2 00
Forged iron, per 100 lbs. ... 2 30 2 35
Refined iron, per 100 lbs. ... 2 40 2 40
Horseshoe iron, per 100 lbs. ... 2 40 2 40
Mild steel ... 2 25 2 20
Sleigh shoe steel ... 2 25 2 25
Domestic ... 2 30 2 00
Reeled machinery steel ... 2 75 3 00
Tire steel ... 2 35 2 20
Sheet cast steel ... 0 15 0 15
Toe calk steel ... 3 10 3 15
Mining cast steel ... 0 07½ 0 07½
High speed ... 0 65 0 65
Cammell Laird ... 0 15
Black Diamond tool steel ... 0 08½ 0 08½
Silver tool steel ... 0 13½ 0 13½
Cold Rolled Shafting.
9-16 to 11-16 inch ... 0 06
¾ to 1-7-16 in. ... 0 05½
1-7-16 to 3 inch ... 0 65
Montreal 40%, Toronto 40%.

IRON, TINNED.

72x30 up to 24 gauge, case lots ... \$ 9 50
Less than case, 25c per 100 lbs.
72x30 up to 26 gauge, case lots ... 10 00 extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set ... 0 78
Mrs. Potts, No. 50, nickel-plated, per set ... 0 85
Mrs. Potts, handles, Japan-ued, per gross ... 9 00
Sad irons, common, plain ... 5 00
Sad irons, common, plated ... 5 50
Asbestos, No. 70, per set ... 1 50
Asbestos, No. 90, per set ... 1 20
Princess Electric, each ... 3 00
Ideal Electric, each ... 2 85
Gasoline Sad Iron, each ... 3 50
Ideal Gasoline, each ... 3 25

LADDERS, ETC.

(Step Ladders).
Shelf-lock ... 12c ft.
Ontario ... 16c ft.
Faultless ... 20c ft.
Extra Heavy ... 28c ft.
Hercules ... 23c ft.
Decorator ... 18c and 20c ft.
Perfect ... 22c ft.
Chair Ladders, each ... \$2 00

(Roped Extension).
20 ft. ... \$3 00 42 ft. ... \$ 7 95
22 ft. ... 3 30 44 ft. ... 8 36
24 ft. ... 3 60 46 ft. ... 8 74
26 ft. ... 3 90 48 ft. ... 9 12
28 ft. ... 4 20 50 ft. ... 9 50
30 ft. ... 4 50 52 ft. ... 11 44
32 ft. ... 4 80 54 ft. ... 11 88
34 ft. ... 5 18 56 ft. ... 12 32
36 ft. ... 5 58 58 ft. ... 12 76
38 ft. ... 6 46 60 ft. ... 13 20
40 ft. ... 6 80

(Common Extension).
20 ft. each ... \$2 60
22 " ... 2 86
24 " ... 3 12
26 " ... 3 38
28 " ... 3 64
30 " ... 3 90
32 " ... 4 16
34 " ... 4 42
36 " ... 4 68
38 " ... 4 94
40 " ... 5 20
42 " ... 5 46
44 " ... 5 72

(Common Single).

Fruit picking ladders, long nose, same price as common
22 ft., each ... 2 64
16 ft., each ... 1 76
14 ft., each ... 1 54
12 ft., each ... 1 20
single ladders; sort nose, 1c per 18 ft., each ... 1 96
20 ft., each ... 2 40
foot additional.
8 ft., each ... \$0 80

LANTERNS.

Per doz.
Banner Buggy ... 10 75
Banner Junior ... 11 75
Trulite ... 7 00
Wrightlights ... 7 00
Beacon ... 7 00
No. 2, or 4, plain cold blast ... 7 00
Short globe, pattern ... 7 00
Cold blast, japanned ... 7 00
Brass, well japanned ... 9 25
All brass ... 24 00
Little Bobs A.C., doz. ... 1 90

LANTERN GLOBES.

Cold blast, short ruby ... 1 75
Cold blast, common ruby ... 1 60
Cold blast, short ... 0 65
Cold blast ... 0 50
Prism globes ... 1 20

LATCHES (YALE, NIGHT).

No. 26, per doz. ... \$ 3 30
No. 34, per doz. ... 11 80
No. 34X, per doz. ... 11 80
No. 37, per doz. ... 13 40
No. 042, per doz. ... 15 25
No. 42, per doz. ... 16 25

LATHS (METAL).

Per sq. yd.
26-gauge, painted metal lath 0 10
24-gauge, painted metal lath 0 13
23-gauge, painted metal lath 0 15
24-gauge, galv. metal lath ... 0 17
32-gauge, galv. metal lath ... 0 19

LEAD.

Montreal Toronto
Trail, 100 lbs. ... 500 5 00
Lead Wool, 8c lb.
Sheets, 2½ lb. sq. ft. 7 50 7 50
Sheets 3 lb. sq. ft. 6 75 6 75
Sheets, 3½ lb. sq. ft. 6 62½ 6 60
Sheets, 4 to 6 lbs. sq. ft. ... 6 50
Cut sheets, ½c per lb. extra.
Cut sheets to size, ¾c per lb. extra.

LEVELS.

Per doz. Rabone's.
1369x12, Boxwood ... 4 00
1626x9, Walnut pointed ... 4 50
1628x12, Rosewood ... 7 50
104x24, Triple stock (net) ... 21 00
104x27, Triple stock (net) ... 22 00
104x30, Triple stock (net) ... 23 15

LINES, PLOUGH.

Russia snap, per gross ... 33 00
Indian snap, per gross ... 27 00

MACHINES (WASHING).

Each
Canadian ... \$ 5 00
Dowswell ... 5 00
Hamilton ... 5 75
Re-Acting ... 7 50
Snowball ... 8 00
Noiseless ... 8 25
Sunlight ... 8 75
Momentum ... 8 75
New Century, style "A" ... 9 00
New Century, style "B" ... 10 00
New Century, Power, style "D" ... 24 00
New Idea, style "B" ... 11 00
Playtime, engine drive ... 11 00
Ideal Power ... 16 00
Seafarm, electric ... 60 00
Seafarm, engine drive ... 25 00
New Idea, electric ... 80 00
Sunshine ... 4 50
Popular, No. 1 ... 5 25
Economic ... 6 00
Champion ... 9 00
Excel-All ... 11 00
Blue Bell, without stand ... 9 00
Puritan Water Motor, complete ... 16 00
Hydro, One Tub, engine drive ... 26 00
Discount 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.
Stephenson Washers, \$6 net.

H&R ARMS CO

The New H & R Self-Loading Pistol Caliber 25 (6.35 $\frac{M}{M}$)



A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

Leading Hardware and Sporting Goods Jobbers can now supply. Ask your jobber for this pistol.

Harrington & Richardson Arms Company, 715 Park Avenue
Worcester, Massachusetts, U.S.A.

Brooms and Whisks

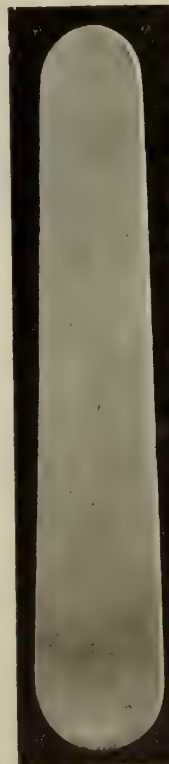
You want a first-class line of Brooms for **Spring Trade** and the **Key-stone Brand** is what you should have to give your stock the proper tone. You will find it difficult to secure three lines which will measure up to the "Jubilee," "Klondike" and "Nugget."

We specialize in whisks, and with over sixty lines to choose from we should be able to satisfy the most fastidious tastes.

Stevens-Hepner Company
LIMITED
PORT ELGIN ONTARIO

Stratford Ironing Boards

are easy sellers
because they look their
QUALITY



PLAIN—Made from selected Basswood in two sizes: No. 2, 12 x 60 inches; No. 3, 14 x 60 inches.

WITH STAND — Top of selected Basswood, 12 x 60 inches. Hardwood legs.

When in use is very rigid. We also manufacture SLEEVE AND BAKE BOARDS, CLOTHES DRYERS, LADDERS, LAWN SWINGS, AND SEATS.

The Stratford price leaves a good margin for profit.

THE STRATFORD MFG. CO.
LIMITED
STRATFORD, ONT.

MALLETS. Per doz.
Tinsmiths, 2½ x 5½ in.... 1 65
Carpenters, round hickory 1 95
Lignum Vitae, round, 5 in 2 40
Caulking, No. 8, oak..... 15 00

MANGLES.
Victor, each\$14 25
Woodyatt, each 6 60

MIRRORS, FRAMED. Doz.
Size glass, 4 x 6..... 1 00
Size glass, 5 x 7..... 1 25
Size glass, 6 x 9..... 1 60
Size glass, 7 x 9..... 1 75
Size glass, 8 x 10..... 2 00
Size glass, 9 x 12..... 2 60
Size glass, 10 x 14..... 3 10
Size glass, 10 x 17..... 3 75

MOPS.
Mops, O-Cedar, doz.....\$12 00
S. W. Mops, doz..... 3 25
New Wizard, small, doz..... 8 00
New Wizard, large 10 00
Mop sticks, doz..... 1 10
Cast head mops, doz..... 1 35
Crescent, doz..... 1 50
Crank wringing, doz..... 4 75
Extra Cloths.....
Challenge, doz..... 2 10
Woven, cloths, doz 1 35

NAILS.
Standard steel wire nails,
Toronto, \$2.05 base; Montreal,
\$2.10 base; London, \$2.05 base.
Cut nails — Montreal, \$2.50;
Toronto, \$2.70; London, \$2.70.
Miscellaneous wire nails, 75 p.c.
Coopers' nails, 33-1-3 p.c.
Pressed spikes, ½ diameter,
per 100 lbs., \$3 base.

NAILS (HORSE SHOE). Per box.
Capewell.....
No. 4, in 25-lb. box\$3 75
No. 5, in 25-lb. box 3 75
No. 6, in 25-lb. box 3 50
No. 7, in 25-lb. box 3 25
No. 8, in 25-lb. box 3 25
No. 9, 10, 11 and 12, in 25-lb. box 3 00
Less 10 and 5 per cent. off.

NAILS (HORSE).
M.R.M. cold forged process
list, 10th January, 1912.

Prices per 25-lb. box.
Size. Length.
No. 3, 1½-inch\$4 10
No. 4, 1½-inch 3 75
No. 5, 1½-inch 3 60
No. 6, 2½ 3 10
No. 7, 2½ 2 90
No. 8, 2½ 2 75
No. 9, 2½ 2 60
No. 10, 2½ 2 50
No. 11, 3 2 45
No. 12, 3½ 2 45

NETTING, POULTRY.
2 in. mesh, 19 w.g., 50-10-5%
off; 1½ in. mesh, 50-10-5% off.

NET PRICES ON SMALL SIZES POULTRY NETTING.

½-in. x 22 ga. x 12-in., roll.....\$3 00
½-in. x 22 ga. x 18-in., roll. 4 30
½-in. x 22 ga. x 24-in., roll. 5 65
½-in. x 22 ga. x 30-in., roll. 6 90
½-in. x 22 ga. x 36-in., roll. 8 20
1 in. x 20 ga. x 12-in., roll. 1 50
1 in. x 20 ga. x 18-in., roll. 2 10
1 in. x 20 ga. x 24-in., roll. 2 70
1 in. x 20 ga. x 30-in., roll. 3 25
1 in. x 20 ga. x 36-in., roll. 3 80
1 in. x 20 ga. x 48-in., roll. 5 10
Poultry netting staples, 60 p.c.

OKUM. Per 100 lbs.
Best (American) 9 50
U.S. Navy (American)..... 9 00
New hemp (English)..... 7 00
U.S. Navy (English)..... 6 50
Navy (English)..... 6 00
Best Navy 5 00
Plumbers (spun) ... 3 65 4 00

OIL.
Can. prime white
petrol 0 13½
Royalite 0 17 0 14
Palacine 0 21½ 0 16½
Castor Oil, per lb. 0 08½ 0 08½
Black oil (Summer) 0 12½ 0 12
Black oil (Winter) 0 14½ 0 14
Cylinder Green ... 0 35 0 35
Paraffine 0 22 0 20
XXX Machine 0 25½ 0 21

OLD MATERIALS.
F.o.b. Toronto.
Tea lead, pack, 2½ lb.
Tea lead, chest, 3c lb.
Lead (heavy pipe, etc.), 3½c.

Brass, heavy, 7½c lb.
Brass, light, 5½c lb.
Zinc, heavy, 3½c lb.
Copper, heavy, 9½c lb.
Old cast iron, \$10 per ton.
Wrought iron, No. 1, \$6 per ton.
Wrought iron, No. 2, \$2 per ton.
Stove plate, \$9 per ton.
Mach. compos., No. 1, 8½c lb.
Compos. turnings, No. 1, 8½c lb.
Rubbers, such as old rubber, boots, and shoes, according to trim, 5½c to 6c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4c; bicycle tires, 2½c.

PACKING (JUTE)
Per Coil Lots.
Fine jute, lb. 0 09½
Beaver, lb. 0 08
Coarse sewer, lb. 0 07

PAPER, ETC.
O.K. Paper, No. 1, per roll 0 95
O.K. Paper, No. 2, per roll 0 70
Per 400 ft. roll
Plain Fibre, No. 1..... 0 50
Plain Fibre, No. 2..... 0 32
Tarred Fibre, No. 1..... 0 62
Tarred Fibre, No. 2..... 0 43
Tarred Fibre, Cyclone, 25 lbs., roll 0 62
Dry Cyclone, 15 lbs. 0 50
Tarred Fibre, Good Luck Brand, per roll 0 62
Dry Fibre, Good Luck Brand, per roll 0 50
Per 100 lbs.
Oiled waterproof building paper, 600 sq. ft. roll..... 1 05
400 sq. ft. roll
O.K. Brand corded sheathing 0 95
Sheathing (Surprise) 0 40
Blue R-S Sheathing 0 42
Dry fibre No. 1 0 50
Dry fibre No. 2 0 35
O.K. carpet felt 1 40
Per 100 lbs.

Heavy dry straw 1 80
Heavy tarred straw 1 80
Spruce sheathing 3 00
Carpet felt, 16 oz. 2 60
Carpet felt, 20 oz. 2 60
Resin sized Fibre, per roll. 0 43
Asbestos Bldg. 3 25
Heavy fibre, 32 ft. x 60 ft., per 100 lbs. 2 00
Liquid Roofing Cement, bbls., per gallon 0 17
Liquid tins cement, 5s. 0 19
Crude coal tar, per bbl. 4 50
Refined coal tar, per bbl. 5 00
Shingle Varnish, per bbl. 5 00
Caps, per lb. 0 05
Ralls, per lb. 0 05
Mop Cotton, per lb. 0 17
Tarred felt, Dominion, 7 oz. 2 10

PICKS (CLAY).
5 to 6 lbs., doz..... 3 75
7 lbs., doz..... 4 00
7 to 8 lbs., doz..... 4 75
8 lbs., doz..... 5 00

PINS, COTTER.
Cotter pins, 90 p.c. discount.
PINS, CLOTHES. Per case.
Selected full count.
5 gross, 4-in. (loose)..... \$0 80
5 gross, 4½-in. (loose).... 0 60
5 gross, 5-in. (loose)..... 1 00
4 gross, 4-in. (12 pkgs. of 4 doz. each) 0 80
5 gross, 4-in. (24 pkgs. of 2 doz. each) 0 90
6 gross, 4-in. (12 pkgs. of 6 doz. each) 1 00

PIN (ESCUTCHEON).
Steel, discount, 50 per cent.
Brass, 50 per cent.

PIPE, STANDARD WROUGHT. Buttweid.
Size Black Galvanized
¼ and ¾ inch. \$2 16 \$3 06
¾ inch 2 64 3 57
1 inch 3 05 4 20
1 inch 4 51 6 21
1½ inches 6 10 8 40
2 inches 7 29 10 04
2½ inches 9 81 13 51
3 inches 15 50 21 65
3½ inches 20 66 28 31
4 inches 24 84 34 04
4 inches 29 43 40 33

Lapweid.
2 inches 11 29 14 99
2½ inches 16 83 22 23
3 inches 21 42 29 07
3½ inches 25 76 34 96
4 inches 30 52 41 42
4½ inches 35 56 48 26
5 inches 41 44 56 24
6 inches 53 76 72 96
7 inches 79 97 105 90

8"x25 lbs. per ft. 83 75 111 30
8"x28 lbs. 96 48 128 40
9 inches 115 60 153 50
10"x32 lbs. per ft. 107 20 142 40
10"x40 lbs. 138 00 183 30
12 inches 174 90

These prices are for small quantities only. Discounts in proportion to size of order will be allowed.

PIPE (LEAD).
Lead pipe, 7½c, 5% off.
Lead waste pipe, 9c; 5% off.
Traps and bends, 40% off.

PIPE (SOIL).
Medium and extra heavy pipe up to 6-inch, 65% and 10 off.
7 and 8-in., 45% off.

PIPE (CONDUCTOR).
2 inch, in 10-ft. lengths.... 3 45
3 inch, in 10-ft. lengths.... 4 20
4 inch, in 10-ft. lengths.... 5 53
5 inch, in 10-ft. lengths.... 7 60
6 inch, in 10-ft. lengths.... 9 25

PITCH.
Flue, per bbl. 4 30

PLANES.
Wood bench, Can., 15 per cent.
Wood, fancy, 30 to 35 per cent.
Prices, Pliers and Nippers.
Buttons, genuine, 37½ to 40 per cent.

PLATES (BOILER). Montreal Toronto
Plates, 1¼ to ½ inch, per 100 lbs. 2 40 2 50
Heads, per 100 lbs. 2 65 2 75
Tank plates, 3-16 inch 2 70 2 80

PLUGS (METAL).
Painted wall plugs, per 1,000 \$20 00
Galv. wall plugs, per 1,000 23 00

POLISH. Doz.
O-Cedar, 4 oz. bottles \$2 60
O-Cedar, 12-oz. bottles 4 00
O-Cedar, 1-qt. can 10 00
O-Cedar, ½-gal. cans 16 00
O-Cedar, 1-gal. cans 24 00
Liquid veneer, 4-oz. 2 00
Liquid veneer, 12-ozs. 4 00
Liquid veneer, quarts 8 40
Tandem metal polish paste. 6 60
Axoline brass cleaner, 100 in pkg. 6 50

RAZORS. Per doz.
Boker's King Cutter 14 50
Henckels 7 50 20 00
Gillette Safety, each 3 75
Star Safety Razor, 33½ per cent.
Edelweiss 17 50
Ever-Ready, doz. 9 60
Ern Razors 6 00 to 18 00
Ern Junior Razor 14 50

REELS, HOSE.
Plain wood, each 0 75
Plain wood, with drum, ea. 0 95
Metal 1 40

RIVETS AND BURRS.
Iron rivets, blacked and tinned, 75%.

Iron burrs, 75 per cent.
Copper rivets, usual proportion of burrs, 35 and 12½; burrs, 30 and 12½ per cent.
Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.
Coppered Rivets, net extras. 2½c per lb.

ROOFING.
Tarred felt (7 oz.)\$2 10
Tarred felt (10 oz.) 2 10
Tarred felt (16 oz.) 2 16

Per roll
2 ply R.R. 0 75
3 ply R.R. 0 95
2 ply R.R., complete in roll 1 15
3 ply R.R., complete in roll 1 35
Samson 1-ply, roll 1 45
Samson, 2-ply, roll 1 80
Samson, 3-ply, roll 2 30
Amatite roofing, per sq. 2 10
Ready 2-ply, Shield, per roll 0 75
Ready 3-ply, Shield, per roll 0 95
Tarred 210 roofing felt. 2 10
Compo certainited, 1-ply... 1 25
Compo certainited, 2-ply... 1 55
Compo certainited, 3-ply... 1 85

ROPE. Lb.
Pure Manila basis 14
British Manila basis 11
African hemp basis 11
Sisal basis 9½
Double lath yarn basis.... 9½
Single lath yarn basis 8½

Russian deep sea line basis 20
Russian tarred ratline basis 17
Russian tarred bolt rope basis 18
Jute rope basis 12½
Italian rope basis 24
Basis (¾ dia. and larger).

Sisal Clothes Line.
3-ply, 30 ft. 0 45
3-ply, 40 ft. 0 60
3-ply, 48 ft. 0 72
3-ply, 60 ft. 0 90
3-ply, 72 ft. 1 08
3-ply, 100 ft. 1 50
6-ply, 40 ft. 0 95
6-ply, 48 ft. 1 15
6-ply, 60 ft. 1 45
6-ply, 72 ft. 1 75
6-ply, 100 ft. 2 40
Cotton rope, 3-16 and larger 21

RULES, BOXWOOD. .. Rabone's. Per doz.
No. 1375—2 ft. (51)... 1 80
No. 1101—2 ft. (62)... 3 90
No. 1167—2 ft. (7)... 3 60
No. 1106—2 ft. (53½)... 4 10
No. 1375—3 ft. (66½)... 2 50
No. 1112—3 ft., hf. bound 6 00
No. 1190—With level 8 85
No. 1493—Brass blacks'hs 1 70
No. 1494—Brass blacks'hs 2 20

SAWS.
Atkins Hand and Crescent, 25 p.c.
Disston's Hand, net prices, new list.
Simonds' Hand, 15 per cent.
Shurly & Dietrich, 35 per cent.
Spear & Jackson, 40 per cent.

SCALES.
Gurney Standard, 30 per cent.;
Champion, 45%.
Burrow Stewart & Milne —
Imperial Standard, 30 per cent.;
Champion E. B. Scales, 35 per cent.
Fairbanks Standard, 30; Dominion, 45; Richelleu, 45.

Net Prices.
Champion, 4 lb., \$2.50 plus 30c for stamping; 10 lb. \$3.75 plus 50c for stamping; 240 lb., \$5.50 plus 50c for stamping; 600 lb., platform, \$14 plus \$1 for stamping; 1,200 lb., platform, \$16.50 plus \$1 for stamping; 2,000 lbs., platform, \$22 plus \$1 for stamping; 2,000 lb. drop lever, \$26 plus \$1 for stamping.

SAP SPOUTS. Per 1,000
Bronzed cast iron with hooks 6 00
Eureka, tinned steel, hooks 8 00

SCOOPS (FURNACE). Doz.
D. Handle \$3 25
L. Handle 3 25

SCREWS (MACHINE).
Flat head, iron and brass, 35 per cent. Fillister head, iron, 30; brass, 25 per cent.

SCREWS. Per cent.
Wood, F. H., bright, 85, 10, 7½, 10, 5 per cent.
Wood, R.H., bright, 80, 10, 7½, 10, 5 per cent.
O.H., bright, 80, 10, 7½, 10 p.c. 5 per cent. off list.

Wood F.H., brass. 75 10 7½ 10
Wood, R.H., brass. 70 10 7½ 10
Wood, F.H., bronze. 70 10 5 10
Wood, R.H., bronze 65 10 5 10
Drive screws 65 10 5 10
Set case hardened 60 10
Square cap 50 and 05
Hexagon cap 45
Bench, wood, per doz.....\$5 00
Bench, iron, per doz. 4 25

SCYTHES.
Cast steel, doz.\$ 6 50
Clipper, doz. 7 50
Guaranteed, doz. 9 00
Brush, doz. 7 50

SCYTHES SNATHS.
No. 1, per doz.\$8 40
No. 2, per doz. 7 70
No. 3, per doz. 7 35
Bases, per doz. 8 40
No. 20, per doz 8 75

STONES.
Western Red End (3 doz. to box), per box 0 85
Diamond, per box 1 00
Ouinebog, per box 1 50
English, round (25 to box), per box 2 00
Emery, per doz. 0 85
Carborundum, per doz. 2 26

THE BRAND OF PAINT YOU USE

It is well to remember that the store that sells satisfactory paint, wall finishes, etc., gets almost as much credit as the manufacturer. Bring back the customer satisfied. He may not need paint so often, but when he does you will get his order. Sell poor quality and the reverse is the case. You'll lose one paint sale and lose a permanent customer for paint and other things. Moore's pure linseed oil paints will bring back every time. May we send you our proposition? It will interest you.

MADE IN CANADA

BENJAMIN MOORE & CO., LTD. - - 4 Lloyd St.
West Toronto

**RED
S
BRAND
WINDOW
GLASS**



**GLASS
BENDERS
TO
THE
TRADE**

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at

INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand
Prize

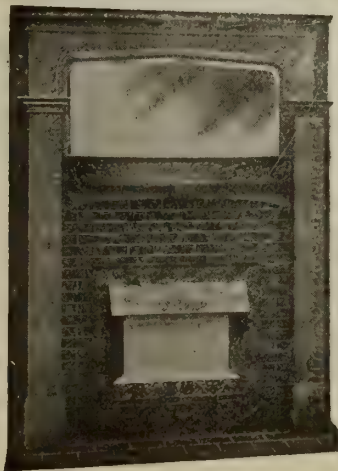
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



JUST SHOW OUR CATALOGUE

It will make MONEY for you.

IT IS NO TROUBLE TO ERECT OUR GOODS.
WE DO ALL THE DIFFICULT WORK FOR YOU.

Mantels; Electric, Coal, Gas Grates; Portable Baskets, Gas Logs,
Fenders and Fire Sets. Tiles and Tile Work in all its Branches.

WRITE TO-DAY FOR CATALOGUE AND PRICES

THE BARTON-NETTING CO., LIMITED

9-11 Pitt Street E., WINDSOR, Ont.

OUR MOTTO "QUALITY"

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	2 50	2 55
12 gauge	2 55	2 60
14 gauge	2 35	2 35
16 gauge	2 40	2 40
18-20 gauge	2 45	2 50
22-24 gauge	2 50	2 55
26 gauge	2 60	2 65
28 gauge	2 70	2 75

SHEETS.

Corrugated, galv., 10% off.	
22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Galvanized

B.W.	Queen's	Fleur-de-Lis	Gorbals
16-20 ..	3 80	3 45	3 80
22-24 ..	3 85	3 55	3 85
26 ..	4 10	3 90	4 10
28 ..	4 35	4 10	4 35

Colborne Crown—16-20 gauge, \$3.60; 22-24 gauge, \$3.65; 26 gauge, \$3.90; 28 gauge, \$4.15.	
Apollo Brand Montreal Toronto	
14 gauge	2 95
16 gauge	2 95
18-20 gauge	3 10
22-24 gauge	3 45
26 gauge	3 70
28 gauge	4 05
10 1/4 oz.	4 25

SHELLERS, CORN.

Shall Hawk, doz.	18 00
Plymouth Rock, doz.	8 50

SHOVELS AND SPADES.

	1st	2nd	4th
Shovels	60	55	45 1/2
Socket sc'ps. 50 and 5			45 and 5
Rivet. scoops 50			
Drain. tools 60 60			
Scoops	50 and 5	45 and 5	
Hollow backs and sand. 60		45	
Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.			
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.			

SIFTERS, ASH.

Wood sifters, doz.	\$ 1 75
Rocker, No. 1, each	3 60
Rocker, No. 3, each	2 50
Banner, each	1 70

SINKS.

Cast iron, 16x24, \$1.10; 18x30, \$1.50; 20x36, \$2.25.	
Flat rim enameled sinks, 16x24, \$3.50; 18x30, \$4; 18x36, \$5.15.	

SLIDING SHOES.

Onward Sliding Shoes, 40%.

SNAPS.

Harness, 25%.

SOLDER.	Montreal	Toronto
Tinker's bar	0 21	0 26
Wire solder, lb.	0 24	0 26
Bar half-and-half. 0 22		0 22

SOLDERING IRONS.

Base, per lb., 28 cents.

SOLDER WIPING.

Acme	0 18
Commercial	0 20
Easy	0 19 1/2
Star Extra	0 19 1/2
Strictly standard wiping 0 23	

SPELTER.

Foreign, per 100 lbs. 6 50 6 00

STAPLES.

Poultry netting, 100 lbs.	6 70
Bed, 100 lbs., No. 14.	6 75
Blind, per lb.	6 12
Bright Fence, 100 lb. kegs.	2 50
Bright Fence, 25-lb. boxes.	2 75
Galv'd fence, 100-lb. kegs.	2 85
Galv'd fence, 25-lb. boxes.	3 10
Cooper's staples, 45%.	
Bright spear point, 75%.	
SWEPEERS, CARPET. Bissell's	
Univ. Japd., cyco bearing.	24 00
Univ. N.P., cyco bearing.	27 00
Grand Rapid, Japd., ball-bearing	26 00
Grand Rapid, N.P., ball-bearing	29 00
Princess N.P., ball-bearing	30 00
Elite, ball-bearing	34 00
Am. Queen N.P., ball-bearing	32 00
Parlor	35 00

SWINGS.

Baby, 2-passenger, each.	\$2 75
Ontario, 2-passenger, each.	3 75
Ontario, 4-passenger, each.	4 25
Stratford, 4-passenger, each 5 50	

Boyers Gliding Settees with

awning, each	8 50
Without awning, each	12 50

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; 1/4 weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimps, 82 1/4; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 9 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87 1/4; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES—Lufkins.

Ass skin, No. 713, 50 ft., doz. 2 55	
Ass skin, No. 714, 66 ft., doz. 3 40	
Linen, No. 404, 66 ft., ea. 1 10	
Metallic, No. 603, 50 ft., ea. 1 40	
Rival steel, No. 263, 50 ft., ea. 2 80	
Rival steel, No. 266, 100 ft. 4 90	
Reliable Jr., No. 103, 50 ft. 2 70	
Rabone's.	

Tape Lines, linen, No. 2601	
x50, each	\$1 00
Metallic, No. 4011x50, ea.	1 35
Metallic, No. 4011x66, ea.	1 55
Steel, No. 2891x50, ea.	2 70
Steel, No. 4161x50, ea.	3 00
Steel, No. 4161x60, ea.	5 15

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10%.

TIES (METAL).

Galv. wall ties, per 1,000...\$5 00

Painted wall ties, per 1,000. 5 00

TIES, COW.

McKinnon, 40% discount.

Greenings, 40% discount.

TIN.

Tin, per lb. 37-38 36-38

TINNERS' TRIMMINGS.

Discount, 45%.

Plain, 70 and 5%.

Re-tinned, 72 and 5%.

TOOLS, HARVEST.

Samson, 47 1/2%; ord., 50%.

TRAPS (STEEL AND GAME).

Newhouse, 40%.

Hawley & Norton, 57 1/2%.

Victor, 70%.

Onelda Jump, 65%.

TRESTLES.

5 ft., each \$1.50 14 ft., each \$4.20

8 ft., each 2.00 16 ft., each 4.80

10 ft., each 2.50 18 ft., each 5.40

12 ft., each 3.00 20 ft., each 6.60

TROWELS.

Disston's, 10%.

TWINE (Binder).

650 ft., per lb. 0 13 1/2

600 ft., per lb. 0 11

550 ft., per lb. 0 09 1/2

500 ft., per lb. 0 09 1/4

5 ton lots, 1/4c per lb. allowance.

10 ton lots, 1/4c lb. allowance.

Delivered in 300-lb. lots and over.

Wrapping cotton 5-lb.

4-ply 0 21 1/2 || 3-ply | 0 19 |

TUBES.

Boiler Tubes.

100 ft., 1 1/2 in. 10 45 9 75

100 ft., 2 in. 9 60 8 25

100 ft., 2 1/4 in. 10 25

100 ft., 2 1/2 in. 12 25 10 65

100 ft., 3 in. 13 30 11 00

100 ft., 3 1/2 in. 15 55 13 00

100 ft., 4 in. 19 80 16 75

TUBS.

Samson Galvanized.

No. 11, doz. net 12 00 || No. 22, doz. net | 14 40 |
| No. 33, doz. net | 16 80 |

Common Galvanized.

No. 1, doz. 6 83

No. 2, doz. 7 43

No. 3, doz. 8 48

	Per nest.
Nests of 3—0, 1 and 2	\$2 38
Nests of 3—1, 2 and 3	2 05
Nests of 4—0, 1, 2 and 3	2 35
No. 0, per doz.	11 00
No. 1, per doz.	9 00
No. 2, per doz.	8 00
No. 3, per doz.	7 00

V**VALVES, ETC.**

Ground work, 55%.

Stand, compr. work, 65%.

High-grade compr. work, 55%.

Cushion work, 55%.

Fuller work, 70%; No. 0, 70, 10%, and 1 and 2 basin cocks, 70%.

Flatway stop and stop and waste cocks, 60, 10%; roundway, 60 and 5%.

J.M.T. Globe, Angle and Check Valves, 50%; Standard, 60%.

J.M.T. Radiator Valves, 55%; Standard, 60; patent quick opening valves, 70 and 10%.

W**WARE, COPPER AND NICKEL.**

Copper boilers, kettles, 50%.

Copper tea and coffee pots, 50%.

Copper pints, 30 and 5%.

Foundry goods, hollow ware, 40 and 5%.

WARE, ENAMELED.

White ware, 75 per cent.

Canada, Diamond, Premier, 50 and 10 per cent.

Pearl, Imperial and Colonial steel, 60 and 10 per cent.

Star decorated steel, 33 1/2 p.c.

Hollow ware, tinned steel, 40 per cent. off.

Enamelled street signs, 50 p.c.

WARE, TIN, PIECED.

Discount, 35 per cent.

10-qt. flaring sap buckets, 35 per cent.

6, 10 and 14-qt. flaring pails, 35 per cent.

Copper bottom tea kettles and boilers, 35 per cent.

Coal hods, 35 per cent.

Boiler and tea kettle pints, 30 and 5 per cent.

WARE, STAMPED.

Plain, 72 1/2 and 5.

Retinned, 72 1/2 and 5.

Tinners' trimmings, 72 1/2 and 5.

WASHERS, IRON.

Full box, 45 per cent. smaller.

Full box, 45 p.c.; smaller lots, 30 p.c.; assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c. lb.

WEATHERSTRIP.

Narrow wood and felt...1 1/4c ft.

Medium wood and felt...1 1/4c ft.

Wide wood and felt...2 1/4c ft.

All felt Frost King...\$4.40 doz.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2.00

Sectional, 1/2 lb., per 100 lbs. 2.25

Solid, 3 to 30 lbs., per 100...1.60

WEIGHTS.

Smarts, Horse, 3 1/4c lb.

WHEELBARROWS.

Navy, steel wheel, doz...21 00

Garden steel wheel, doz...32 40

Light garden, per doz...22 80

Heavy garden, L-side ...33 00

Heavy farm, solid side ...33.00

WHIFFLETREES.

Tubular steel, 28 ins. 0 70

Tubular steel, 34 ins. 1 00

Tubular stel, 36 ins. 1 25

Tubular steel neckyokes, 36 inches 1 25 || Tubular steel doubletrees, 40 inches | 0 95 |
| Tubular steel lumbermans, 44 inches | 0 95 |

WIPERS.

(See Paint Markets)

WIRE.

Brass wire, 50 and 5 per cent.

Copper wire, 50 and 2 1/2 per cent.

Annealed Cut Hay Baling Wire, No. 9, \$3.75; No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13 1/2, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs.

extra; if eye or loop on end add 25c per lb. to the above.

WIRE, CLOTHES LINE.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$3; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F.O.B. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL.

Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extra net. Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 30-34, \$6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in 1/2-lb. hanks, 28c; in 1/4-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

No. 13, \$2.30; No. 14, \$2.40; No. 15, \$2.50 f.o.b. Montreal, Toronto, Hamilton and London.

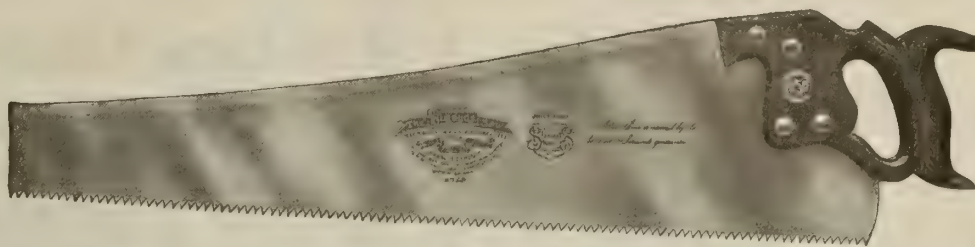
WIRE, SMOOTH STEEL.

No. 0-9 gauge, \$2.20 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra. No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, \$1.2

To-day

Why not sell someone an economical, useful Christmas Gift? For this



purpose there is nothing better than a Manufacturer's Brand Guaranteed

SIMONDS HAND SAW

Simonds Canada Saw Co., Limited

ST. JOHN

MONTREAL

VANCOUVER

MAKE MONEY FROM GOOD PUMPS—PROFIT

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.

Pumps for every use—hand or motor—force or lift—every type a dealer can sell.



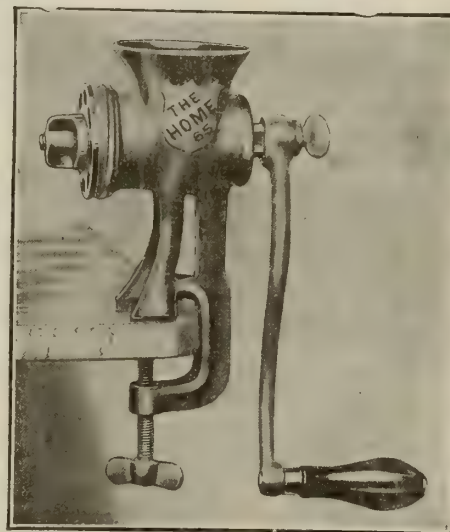
*All in the big catalogue. Ask for it—
for dealer prices—for dealer terms.*

The
R. McDougall Co., Limited
GALT, CANADA

YOU WILL FIND THIS MAXWELL "HOME 65" FOOD CUTTER

one of the
best selling
lines you
ever hand-
led.

The "Home 65" is a new machine embodying all the latest principles. Made in the standard family size and much stronger than the ordinary type of machine. Cap fits close, rendering the machine quite watertight. The open-end cylinder makes it easy to clean. Supplied with different cutting plates.



MAXWELLS LIMITED
ST. MARYS, ONT.

To Beat Mail Order Competition

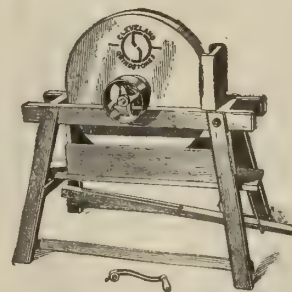
We have found out how, and we have put the secret in a booklet which we will be glad to send you. You can get the business that now goes out of town if you will act on the suggestions this booklet gives. Put in a hurry call for a copy—FREE—and start at once to get all the trade in your community. A mighty strong help in this business-getting will be

CLEVELAND Grindstone

Sold only to Hardware and Implement Dealers

Genuine Berea—the standard stone. Absolutely uniform in grit. Our expert graders, of 50 years' experience, select the right stones for your trade. Fair priced, to allow you a fair profit. Guaranteed to the limit. Quickly delivered to you by our nearby jobber.

THE CLEVELAND STONE CO. Leader-News Bldg., Cleveland, O.



Farmer's Special Stone

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, \$6.20 per 100 lbs.
5 lb. packages, \$6 per 100 lbs.

ALCOHOL.

5 gal. lots, per gal., \$1.

BEE SWAX.

Per lb., 40c.

BRONZING LIQUID.

Bronzing liquid, No. 1 ... \$1 75
Banana oil, gal. 4 00

BRUSHES.

Weighted, 15 lbs., doz. ... \$14 70
Weighted, 20 lbs., doz. ... 19 90

COATING.

Cement Coating \$2.55 3.00

COLORS (DRY).

Per lb.
Raw Umber, 100 lb. keg. ... 0 09
Burnt Umber, 100 lb. keg. ... 0 09
Raw Sienna, 100 lb. keg. ... 0 09
Burnt Sienna, 100 lb. keg. ... 0 09
Imperial green, 100 lb. k. ... 0 12
Italian red, 100 lb. keg. ... 0 05
Brunswick green, 100 lb. k. ... 0 06
Indian red, 100 lb. keg. ... 0 10
Indian red, No. 1, 100 lb. k. ... 0 06
Vermilion, 100 lb. keg. ... 3 20
Drop black pure dry ... 0 12
Golden ochre, 100 lb. keg. ... 6 03½
White ochre, barrels ... 0 04
Yellow ochre, barrels ... 0 01½
Sulphur ochre, 100 lb. keg. ... 0 02
Canadian red oxide, bbls. ... 0 02
Super magnetic red ... 0 02½

COLORS IN OIL.

Venetian red 1-lb. tins. ... 0 12
pure ... 0 23
Chrome yellow, pure ... 0 14
Golden ochre, pure ... 0 12
French ochre, pure ... 0 11
Chrome green, pure ... 0 11
French permanent green, pure ... 0 15
Signwriters' black, pure ... 0 20
Marine black, 25-lb. irons ... 0 06

DRIERS.

Patent 25 lb. tins, 8c. lb.; patent 1 lb. tins, 11c. lb.

ENAMELS.

Per gallon in quart tins.
M. L. Floorglaze (Imperial V. & C. Co.) ... 1 80
Alba-Gloss enamel ... 4 00
Anchor Floorlustre ... 1 80
Lowe Bros' Linduro ... 4 20

FILLER.

Luxeberry Enamel ... \$5 00
Screen Enamel B.B. ... 1 65

GLUE.

Per lb.
French medal ... 0 14
German common sheet ... 0 10
German prima ... 0 17
White pigfoot ... 0 21
Perfection amber, ground, No. 1230 ... 0 13
Ground glues at same prices.
XXL ... 0 13
XL ... 0 11½
CL ... 0 12
C ... 0 11

GLASS.**(TORONTO QUOTATIONS.)**

Size United Inches. Star
Under 26 \$6 50
26 to 40 7 00
41 to 50 7 40
51 to 60 8 00
61 to 70 8 75
71 to 80 9 50
81 to 85 10 50
86 to 90
91 to 95
96 to 100
Double Diamond.
Size United Inches.
Under 26 \$8 60
26 to 40 10 00
41 to 50 11 70
51 to 60 12 00
61 to 70 12 75
71 to 80 13 85

81 to 85 17 50
86 to 90 18 85
91 to 95 19 20
96 to 100 22 75
101 to 105 32 00
106 to 110 36 00

Discount on 16 oz. glass
20%; discount on double diamond, 20%; cut sizes, 20%.

MONTREAL QUOTATIONS.**Country Base Price.**

United Inches.	Star.	Double Diamond.
25 in.	\$4 25	\$6 25
40 in.	4 65	6 75
50 in.	5 10	7 50
60 in.	5 35	8 50
70 in.	5 75	9 75
80 in.	6 35	11 00
85 in.	6 15	12 50
90 in.		15 00
95 in.		17 50
100 in.		20 50
105 in.		21 40
110 in.		26 00

The above Montreal prices under revision.

GLASS, PLATE.**Montreal:**

Country discount, 35 and 5% off list, delivered.

City discount, 45 and 5% off.

Toronto:

Country discount, 40% off list delivered.

City, 42½ off list.

LEAD.

(White Ground in Oil.)

Prices per 100 lbs. in ton lots.

Montreal Toronto

Elephant, Genuine ... \$8 75 \$8 90
"Anchor," pure ... 8 45 8 60
Green Seal ... 8 45 8 60
Brandram's B.B. Genuine ... 9 45 9 60
C.P. Co. decorat'g pu. ... 8 45 8 60
Crown and Anchor, pure ... 8 65 8 80
Decor'or's Pure (Wpg) ... 8 60
Moore's Pure White Lead ... 8 45 8 60
Painter's Perfect ... 7 95 8 10
Lowe Bros' White, H.S. ... 8 60
Ramsay's Pure Lead ... 8 45 8 60
Ramsay's Exterior ... 8 15 8 30
Tiger Pure ... 8 45 8 60
"James Genuine" ... 10 00 10 15
Stephens' H. P. P. (Winnipeg) ... 8 70
Less than ton lots, 20c per cwt. higher.

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt. ... 8 00 6 33
Genuine, 100-pound kegs, per cwt. ... 8 25 6 75
No. 1 casks, per 100 lbs. ... 7 75 6 25
Less quantity ... 8 50

LEAD ARSENATE OF.

1 lb. pkgs., 100 lb. lots. ... \$17 50
2 lb. pkgs., per 100 lbs. ... 15 00
5 lb. pkgs., per 100 lbs. ... 12 00
25 lb. pkgs., per 100 lbs. ... 11 00
100 lb. pkgs., per 100 lbs. ... 9 75
100 lb. kegs, per 100 lbs. ... 9 60
300 lb. pkgs., per 100 lbs. ... 9 50
600 lb. casks, per 100 lbs. ... 9 00

MURESCO.

Tints in 5 lb. packages, per 100 lbs., \$5.40.

GILS (LINSEED RAW).

Montreal Toronto
Single bbls. ... See weekly report
3 to 5 bbls. ... See weekly report
6 to 9 bbls. ... See weekly report

LINSEED, BOILED.

Single bbls. ... See weekly report
3 to 5 bbls. ... See weekly report
6 to 9 bbls. ... See weekly report

PAINTS (PREPARED).

Per gallon in qt. tins.
Sherwin-Williams paints, base ... 2 00
Canada Paint Co.'s pure ... 2 00
Elephant and Prism ... 1 80
Benj. Moore Co.'s "Egyptian" Brand ... 1 45
Moore's house colors, per gallon ... 1 75
Brandram-Henderson's "English" ... 2 00
Fresco-Tone, in quarts ... 1 80
Ramsay's paints, pure ... 1 80
Ramsay's paints, Thistle ... 1 60
Martin-Senour, 100 p.c. pure Senour's floor paints ... 1 80
Maple Leaf Paint (Imp. V. & C. Co.) ...
Jamieson's Crown and Anchor brand ... 1 60
Lowe Bros' High Standard Stephens' House Paint (Winnipeg) ... 1 90
Stephens' Floor Paint (Winnipeg) ... 1 75
Silkstone Wall Color ... 2 00

PARIS, PLASTER.

Per bbl. ... 2 25

PARIS WHITE.

In bbls. ... 0 30

PIGMENTS.

Orange Mineral, casks ... 0 08½
Orange Mineral, 100-lb. kegs ... 0 08½

PRIMER.

Luxeberry Primer ... \$2 25

PASTE WOOD FILLER B.B.

Lb.
1 lb. cans ... \$0.18
2 lb. cans ... 0.18
5 lb. cans ... 0.17
10 lb. cans ... 0.16
25 lb. cans ... 0.12
100 lb. kegs ... 0.11
¼ barrels ... 0.10½
Barrels ... 0.10

PUTTY.

Standard Montreal Toronto
Bulk, in casks ... 2 30 2 50
Bulk, 100-lb. drums ... 2 50 2 60
Bulk, 25-lb. drums ... 2 60 2 70
Bladders, in bbls. ... 2 80 2 90
Pure Putty, 60c cwt. advance.

SHELLAC.

Gum, 32c lb.; finest orange, 42c lb.

TAR (PINE TAR).

Half pint tins, per doz. ... 0 60
Pint tins, per doz. ... 1 10

PAINT AND VARNISH REMOVER.

Taxite, 1 gal. cans ... 2 10
Cumoff ... 2 10

TURPENTINE.

Montreal Toronto
5 gal. ... See weekly report
Pure, single bbls. ...
See weekly report

LATING.

Gal.
2 to 4 bbls. ... 0 60 0 64
Liquid Slatting, B.B. ... \$3.00

STAINS.

Gal.
Oil & Spirit, Berry Bros. ... \$2.50
Water Stains, Berry Bros. ... 1 25
Berrycraft stain finish ... 3 00
Shingletint, 5 gal. cans ... 1 15

VARNISHES.

Per gal. cans
Liquid Granite ... \$3 00
Elastic Interior ... 3 00
Elastic Outside ... 6 00
Luxeberry, light ... 3 00
Luxeberry, white ... 5 00
Luxeberry, spar ... 4 50

Luxeberry, exterior ... 5 00
Dugloss finish ... 3 00
Carriage, No. 1 ... 1 50
Excello ... 2 00
Mar-Not ... 2 70
Elastic Oak ... 1 50
Light oil finish ... 1 35
Gold sized japan ... 2 00
Baking black japan ... 1 35
No. 1 black japan ... 0 95
Crystal Damar ... 2 50
No. 1 Damar ... 2 25
Oilcloth ... 1 50
House painters' white jap. ... 1 55
Elastilite varnish ... 2 25
Copalene varnish ... 2 25
Granitine floor finish ... 2 25
Jamieson's floor enamel ... 1 75
Sherwin-Williams' KOPAL varnish ... 2 50
Canada Paint Co.'s SUN varnish ... 2 25
"Flint-Lac," coach ... 1 30
B. H. Ltd., "Gold Medal," cases ... 1 80
Dependon Lt. H. Oil Finish ... 1 55
Elastic Floor ... 2 30
Elastic exterior finish ... 4 25
Flatline floor finish ... 3 00
Stovepipe varnish, ¼ pts., gross ... 9 00
Pure white shellac varnish ... 2 00
Pure orange shellac varnish ... 1 90
No. 1 orange shellac varnish ... 1 75

WATER PAINTS.

Opalite, 300 lb. bbls. ... 0 07
Opalite, 100 lb. kegs ... 0 07½
1 gal. package, per pkg. ... 0 45
½ gal. package, per pkg. ... 0 25

WASTE (POLISHING).

Cream ... 0 13
White ... 0 12

WASTE (WHITE).

XXX extra ... 0 11
X Grand ... 0 10½
XLCR ... 0 09½
X Empire ... 0 08½
X Press ... 0 07½

WASTE (COLORED).

Fancy ... 0 07½
Lion ... 0 07
Standard ... 0 06½
Popular ... 0 05½
Keen ... 0 06

WASTE (PACKING).

Arrow ... 0 15
Anchor ... 0 06
Anvil ... 0 07½
Axle ... 0 00

WASHED WIPERS.

Select white ... 0 08
Light colored ... 0 06½
Dark colored ... 0 06

WAX.

Per lb.
Johnson's Floor, natural ... 0 38
Johnson's Floor, black ... 0 38
Old English Floor Wax ... 0 38
Cooke & Boulton's Floor Wax ... 0 30
Ronuk Floor Wax, lb. ... 0 38
Berry Bros. ... 0 45

WHITING.

Plain, in bbls. ... 1 00
Glders, bolted, in bbls. ... 1 20

ZINC (DRY).

Extra Red Seal, V.M.

ZINC IN OIL.

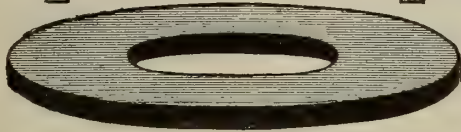
Pure, in 25-lb. irons ... 0 10
No. 1, in 25-lb. irons ... 0 07
No. 2, in 25-lb. irons ... 0 05½
Pure in Damar Varnish ... 0 19½

Wrought and Steel Plate WASHERS

OF ALL
DESCRIPTIONS

ROUND
AND
SQUARE

PLAIN
OR
GALVAN-
IZED



Annealed Rivet Burrs; Felloe
Plates. Sheared and Punched
Plates.

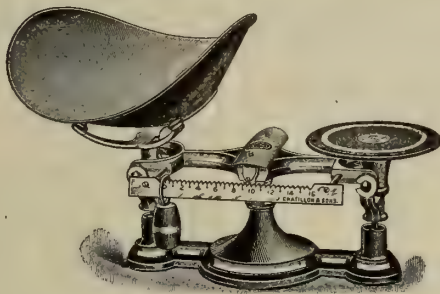
PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

Chatillon Scales are made in every style and capacity for every purpose. They ensure "ACCURACY"—one of the watchwords of Modern Business universally demanded. Secure the appreciation of your customers by selling

Chatillon Scales



We guarantee their accuracy, strength, reliability, durability, high-grade construction. Used by the largest scale users, recommended by the best retailers, O.K.-ed by all weighing commissions, adapted to the standards of all nations.

All we can do here is to call your attention to these facts. The proof lies with the thousands of satisfied users throughout the Dominion.

Write to us for illustrated catalogue, or ask your jobber.

JOHN CHATILLON & SONS

85 Cliff Street - New York City

Scale Makers Since 1835

These are the Days When Paint Must be Paint

At one time in the history of America men were prosecuted for using paint.

Then it became a luxury, with little real utilitarian value attached to its use.

To-day it is a necessity and no longer a luxury.

Furthermore it affords a means of preserving property and saving money.

Now the tendency is to demand more and more service from paints and varnishes.

There has been, and is, progress in paint-making and selling.

Will Your Paint Department be in the line of Progress for 1915?

Will you seek to better serve your 1915 trade with the line that is progressing every year in the maintenance of Quality?

MAPLE LEAF Paints and Varnishes

Are Made in Canada to Wear in Canada.

They have made good because they were made good. They will continue to make good because we will continue to maintain and improve their quality.



A wealthy modern woman objected to the prescribing of old-fashioned remedies for her baby. Her doctor replied that babies were only old-fashioned institutions anyway. Paint departments are no exception in merchandising. They are just as old fashioned as any other department. If they rest they rust. Either they must go backward or forward. The MAPLE LEAF Proposition being a progressive one will enable your paint department to go forward and make money during 1915.



THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG - TORONTO - VANCOUVER
CANADA

Winnipeg Hardware Quotations

AMMUNITION.

Powder, per keg\$7 00

ANVILS.Peter Wright, 80 lbs. and up,
11½¢ per lb.; clip horn, 12½¢.**AUGER BITS.**"Irwin" bits, 45 per cent.;
common, 70 and 10 per cent.**AXES.**H. B., 1 lb., \$6.25 per doz.; 1½
lb., \$6.65; 2 lb., \$6.90; 2½ lb.,
\$7.50; 3 lb., \$7.75; 3½ lb. and
4 lb., \$8; H. B. Handled Axes,
2 lb., \$8; 2½ lb., \$9.50; 3 lb., 3½
lb. and 4 lb., \$10; Black Prince
Axes, unhandled, \$8.00; Black
Prince axes, handled, \$10.25;
Bench axes, 35%; Broad axes, 5
to 7½ lb., \$28 per doz.; 7½ to 9
lb., \$30.50.**BAR. CROW.**

\$4 per 100 lbs.

BAR IRON.Bar iron, \$2.50; Swedish iron,
\$4.25; sleigh shoe steel, \$2.85;
spring steel, \$3.40; machinery
steel, \$3.75; tool steel, Black Dia-
mond, 100 lbs., \$8.50; Brittain
Brand Tool Steel, \$8.50.**BELTING.**

Rubber—60 p.c. off the list.

Leather.

Agricultural leather belting,
66 2-3% off the list.

No. 1, 66 2-3% off list.

Standard, 60% off list.

The "double" list is just twice
the price of "single."**BELT LACING.**In sides, tanned, \$1 per lb.;
cut, \$1.10 per lb.; rawhide, sides,
95¢; cut, \$1.05.**BLOCKS.**Steel, 50 per cent.; wood, 60 p.
Steel, 50%; wood, 60%.

Wood, tackle, common, 60%.

BOLTS.Carriage, ¾ and smaller, 60%;
7-16 and larger, 50%; machine,
¾ and under, 60%; 7-16 and over,
50%; machine set screws, 65%;
plough bolts, 45%; nuts, small
lots, 2c off; case lots, \$2.75 off;
stove bolts, 7½%; sleigh shoe
bolts to ¾, 50%; 7-16 and up,
40%.**BUILDING PAPER.**Tarred, 57½ to 88¢ per roll,
according to quality; plain, 45
to 72¢; tarred, felt, 8 and 10
oz., \$2.60; 16 oz., \$2.85 per 100 lbs.**BUTTS.**Wrought Steel, loose pin, 65
per cent. off the list.**CHAIN.**Coll. 3-16 in., \$10.00; ¼, \$7.25;
5-16 \$5.85; ¾, \$5.00; 7-16, \$4.75;
¾, \$4.50; 9-16, \$4.50; ¾, \$4.40; ¾,
\$4.25. Logging, 5-16, 6¼¢; ¾,
5¼¢; Tie out, 70 and 10 per cent.**CURNS.**Barrel, No. 0, \$5.13; No. 1,
\$5.13; No. 2, \$5.70; No. 3, \$6.27;
No. 4, \$7.41 each.**CLEAVES, MALL.**

7¼¢ per lb.

COPPER.Sheet and planished copper,
34¢ per lb. Tinned, 27¢. Braziers'
soft copper, 10-24 in., 26¢; 27¼¢.**DRILLS.**Bit Stock, 60 per cent.; Black-
smith, ½ in. round shank, 55 p.c.**ENAMELWARE.**Canada, 50; Imperial, 60; Pre-
mier, 50; Colonial, 60; white, 70
and 5; diamond, 50; granite, 60%.**FERRULES AND RINGS.**

30 per cent. off.

FILES.

American, 70 and 12¼%.

Nicholson's, 65%.

FIXTURES.

Stall hollow bar, No. 3, \$1.

GALVANIZED WARE.

37½ per cent.

GASOLINE.Painters' naphtha, bbls., 21c per
gal.; \$3.45 per case.**GLASS, WINDOW.**

	Single	Double
Up to 25 in.....	6 00	8 00
26 to 40	6 50	9 00
41 to 50	7 00	10 25
51 to 60	7 50	11 00
61 to 70	8 00	11 75

GLASS (Plate).35% off f.o.b. Regina, Winni-
peg, Calgary, and Edmonton.**GRINDSTONES.**Per 100 lbs., \$1.75.
Mounted on steel frames, \$4.50.**HINGES.**Light T and strap, 60%.
Corrugated strap, in bulk, 4, 5,
6, 8, 10 and 12, 80¢, \$1.08, \$1.40,
\$2.25, \$3.40, and \$5.20.Corrugated strap, 4, 5, 6, 8, 10,
and 12, 80¢, \$1.08, \$1.40, \$2.25,
\$3.40 and \$5.20.**HORSESHOES.**Iron, No. 0 to 1, \$4.90; No. 2
and larger, \$4.65; snowshoes, No.
0 to No. 1, \$5.15; No. 2 and
larger, \$4.90; steel, No. 0 to 1,
\$5.35; No. 2 and larger, \$5.10;
featherweight, \$6.50.**JACKSCREWS.**

60 per cent. off list.

KNOBS.

Door, 307, \$1.20.

IRON BAND.1½ in., \$2.85; 1¼, \$2.85; 1 in.,
\$2.90.**IRON, GALVANIZED.**

	Apollo and "Fleur de Lis."	"Queen's Head."
10½ oz. or 28 Eng.	4 75	5 10
28 Am. or 26 Eng.	4 50	4 85
26 Am. or 26 spec'l	4 25	4 60
24 Am. and Eng.	4 10	4 45
22 Am. and Eng.	4 10	4 45
18 & 20 Am. & Eng.	4 00	4 30
16 Am. and Eng.	3 85	4 15

IRONS, SAD.Common Sad Irons, 8 lbs. and
6c per lb.; 4 lbs., 7¼¢ per lb.
Mrs. Pott's No. 55, set..... 0 95
Mrs. Pott's No. 50, set..... 1 00
Asbestos Sad Irons.
No. 100, set 1 80
No. 70, set 1 65
Mrs. Pott's common sad iron
handles, 85¢ a dozen. Mrs. Pott's
improved, \$1.05 a dozen.**LANTERNS.**No. 2, plain 7 25
No. 20, X-ray 11 00
No. 22, Dash-board 9 75
Trulite short globe, doz..... 7 25**LEAD PIPE.**

\$7.50 coll; less coll, \$8 cwt.

LEAD WASTE.

\$8 to \$8.50 per cwt.

LINSEED OIL.Raw, per gal., 66¢; boiled, per
gal., 60¢.These prices are for barrels.
Less amounts 5c per gal. extra,
with additional charges for cans,
etc.**LOCKS.**

Peterboro and fittings, 45%.

MATTOCKS.

Pick, \$5.75; cutter, \$5.75.

NAILS.Wire, f.o.b. Fort William, \$2.40
base; Winnipeg, \$2.80 base. Cut,
f.o.b. Winnipeg, \$3.35.**NAILS, HORSE.**

Capewell, 10 and 5 off list.

NETTING.

Poultry, 50%.

NUTS.Square and hex., small lots,
f.o.b. \$2 off; case, \$2.75 off.**OIL CANS.**

	Tin	Gal.
½ gal., dome top....	\$2 10	\$3 04
1 gal., dome top.....	2 55	3 42
2 gal., dome top.....	3 97	4 55
3 gal., dome top.....	5 10	7 35
5 gal., dome top....	6 34	8 25

OILS.Silver Star oil, 18¼¢ gal.;
Rosalite oil, 16c gal.; Palatine
oil, 18¼¢ gal.; Capital Cylinder,
56c gal.; Standard gas engine
oil, 41c; Polarine oil, 60c gal.;
Prairie Harvester oil, 30¼¢ gal.**DRY COLORS.**Yellow ochre, in bbl. lots, 2¼¢;
less than barrel lots, 3c; golden
ochre, barrels, 3¼¢; less than
barrels, 4¼¢; Venetian red, bar-
rel, \$2; less than barrels, \$3;
American vermilion, 12c; Eng-
lish vermilion, \$1 per lb.; Cana-
dian metallic oxides, barrel lots,
3¼¢; English purple oxide, in
casks, 3¼¢; less quantities, 4c
per lb. Red lead, kegs, \$8.50. 9c
lb. for less.**PARIS GREEN.**1 lb. pkgs., 21¼¢. small lots
and cases.**PICKS.**

Clay, 6-7, \$4.50 per dozen.

PIPE, IRON.¾ inch, \$3.50; ¾ inch, \$3.60; ½
inch, \$4.20; ¾ inch, \$5; 1 inch,
\$7.35; 1¼ inch, \$9.90; 1½ inch,
\$12; 2 inch, \$16; 2½ inch, \$25.60;
3 inch, \$33.45.**IRON PIPE.**Black, ¼ inch, \$2.50; ¾ inch,
\$2.60; ½ inch, \$3.20; ¾ inch,
\$3.75; 1 inch, \$5.50; 1¼ inch,
\$7.45; 1½ inch, \$8.90; 2 inch, \$12;
2½ inch, \$19.25; 3 inch, \$25.15;
3½ inch, \$30.25; 4 inch, \$35.80;
4½ inch, \$32.35; 5 inch, \$49.75;
6 inch, \$64.40.**PLASTER.**

Paris, per bbl., \$3.25.

PLATES, CANADA.Half polish, 6-7 inch, \$3.65; 8
inch, \$3.90; full polish, 6-7 inch,
\$4.65; 8 inch, \$4.90. Black sheets
—28 gauge, \$3.60; 26, \$3.45; 24
\$3.35; 22, \$3.35; 18-20, \$3.35; 14-16,
\$3.10; 10-12, \$3.15.**PLOW SHARES**10c per lb.**POINTS.**Landslide plow, 1½ x 14 in.,
\$1.75 per dozen.**PURTY.**100-lb. drums 3 00
25-lb. irons, per cwt..... 3 10
1½-lb. tins 0 06**RASPS.**Heler's 70 and 5 per cent.;
Heler's horse tooth rasps, 60-10
per cent.**RIVETS AND BURRS.**Iron rivets, 55 per cent.; cop-
per, No. 8, 32; 10, 35c; 12, 37c;
copper burrs, No. 8, 44c; 10, 47c;
12, 51c; copper rivets and burrs,
No. 8, 36c; 10, 38c; coppered, No.
8, 17s; 10, 18c.**ROPE.**Sisal, 10¼¢ base; pure Manila,
15¼¢ base; British Manila, 12c
base; lath yarn, 9¼¢ base.**SAWS, BUCK.**Happy Medium and Watch
Spring, \$4.25; Lance Tooth or
Lightning blades, \$6.50; New
Century, \$6.50; Maple Leaf, \$5.25;
Prince Rupert, \$8.00.**SCALES.**Standard scale, 25 per cent. off;
Union scale, 45 per cent. off.
Both quotations f.o.b. Winnipeg.**SCREWS.**Bright iron round head, 80,
10 and 5 per cent.; flat head, 85
10 and 5 per cent.; round head,
brass, 70, 10 and 5 per cent.; flat
head, brass, 75, 10, 5 per cent.;
coach, 60 per cent.**SCYTHES.**

Brush, \$8.25.

Grass, \$7.25 to \$8.50.

SHOT.Soft, \$9.25 per 100 lbs.; chilled,
\$9.65; buckshot, \$10.05; ball,
\$10.45.**SHEET ZINC.**Cask lots, 10¼¢; small lots,
10¼¢.**SHOVELS AND SPADES.**Jones polished, \$8.10 per doz.;
Fox & Olds, \$7.10 per doz.;
Scoops, D-handled, "Black Cat,"
No. 3, \$7.70; No. 4, \$8.20; No. 5,
\$8.50; No. 6, \$8.75; No. 8, \$9.25;
No. 10, \$9.80.**SNATHS, SCYTHE.**Grass, No. 2, \$7.25; brush, No.
1, \$8.25.**SOLDER.**

per pound, 25 to 26 cents.

SPIKES.Pressed, ¼ in., \$4.50; 5-16,
\$4.15; ¾, \$3.90; 7-16, \$3.80; ½
\$3.75; 5/8, \$3.75.**STAPLES.**Bright wire per cwt., \$2.55 at
Fort William, \$2.95 Winnipeg;
galvanized staples, \$3.25 Winni-
peg.**STEEL.**Sleighshoe, \$2.85 base per cwt.;
plow, common, \$4.50; crucible
plow, \$5.50; angle, \$3.25; harrow,
\$3.25 base; cast, octagon tool
steel, 8¼¢ base; square tool steel,
9¼¢ base; spring, \$3.40; machine,
\$3.75 base; tire, \$3.00.**STEEL SQUARES.**

40 per cent. off new list.

STOVE PIPE.	Rivet.	Patent'd
6 in., per 100 ft....	9 00	9 05
7 in., per 100 ft....	9 50	9 75

STOVE PIPE ELBOWS.6 inch, per doz. 1 42
7 inch, per doz. 1 59
8 inch, per doz. 2 37**TACKS.**

Carpet, 75-10 per cent. off list.

TIES.

Cow, 35 per cent.

TIN AND TIN PLATE.

Block tin, 58c per lb.

	Per Box
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates	9 75

TOOLS, HARVEST.

Ordinary, 50 per cent.

TURPENTINE.

Per gal., barrel lots, 75c.

VARNISHES.

	Per gal. cans
Carriage No. 1	1 75
Elastic Oak	1 60
Furniture No. 1	1 00
Gold size Japan	2 25
Turps, brown Japan	1 00
Crystal Damar	2 50
Oilcloth	2 25
Granitine floor finish	2 25
Pure white shellac varnish	2 20
Pure orange shellac var-	

nish 2 00

Luminette 2 00

Best wearing body 5 00

Best gearing varnish 4 00

Extra light hard oil 1 90

WASHERS.Iron, small lots, 30 per cent.;
full boxes, iron, 35 per cent.**WHIFFLETREE CLIPS AND**

RINGS, NECK YOKE

CENTRES.

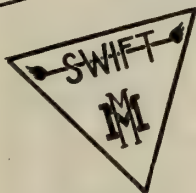
42½ per cent. off the list.

WHITE LEAD.Decorators' pure white lead,
\$9.40 per cwt.**WIRE, BARB.**Per Spool of 80 Rods f.o.b.
Lyman 4-point, Fort William,
\$1.90; Winnipeg, \$2.25; Glidden
2-point, Fort William, \$1.77;
Winnipeg, \$2.10; Baker 2-point,
Fort William, \$1.75; Winnipeg,
\$2.07; Waukegan, Fort William,
\$1.75; Winnipeg, \$2.07; Alberta
2-point, Fort William, \$1.70;
Winnipeg, \$1.98; American spe-
cial 2-point, Fort William, \$1.40;
Winnipeg, \$1.65; plain twist, per
100 lbs., Fort William, \$2.75;
Winnipeg, \$3.15; coil spring, No.
9, per 100 lbs., Fort William,
\$2.15; Winnipeg, \$2.55; No. 12,
Fort William, \$2.25; Winnipeg,
\$2.65; plain galvanized wire, No.
9, Fort William, \$2.10; Winnipeg,
\$2.50; No. 12, Fort William, \$2.20;
Winnipeg, \$2.60.**WIRE CLOTH.**Patented screen, in 100 ft. rolls,
\$1.60 per hundred sq. feet; in 30
ft. rolls, \$1.70 per 100 sq. feet.**WIRE, PLAIN.**

\$2.90 base.

Rule ties, 14 gauge, single loop
\$3.65 Winnipeg, \$3.25 Fort Wi-
liam.**WIRE (STOVEPIPE).**

18 and 19 gauge, 5¼¢ per lb



To Our Friends:

We feel that 1914 should not pass without some expression of gratification over the very cordial relations we have had with our customers.

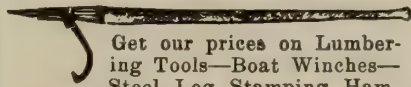
At the close of this year we desire to convey to you all, with our appreciation of these relations, the Season's Greetings and Good Wishes for your Health, Happiness and Prosperity.

F. Morton Morse,
President

MILLER-MORSE HARDWARE CO.
"THE BIG WINNIPEG HOUSE" LIMITED

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

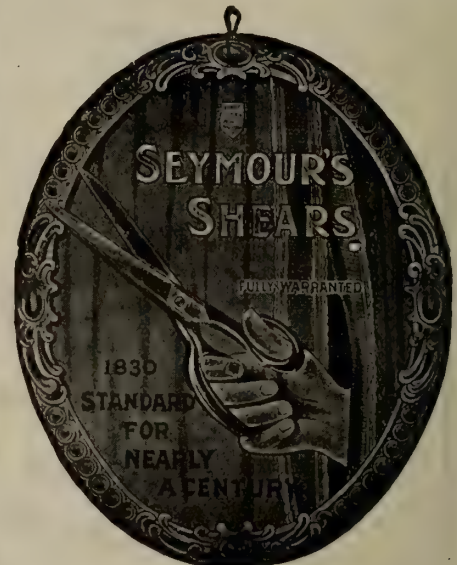


Get our prices on Lumbering Tools—Boat Winches—Steel Log Stamping Hammers, etc.

ARGALL BROS., - - General Ironworkers
Estb. 1860 Three Rivers, P.Q.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in handsome Colors.

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to Henry T. Seymour Shear Co.

Selling Agents, WIEBUSCH & HILGER, Ltd., New York

A. MacFARLANE & CO. Montreal
Canadian Agents

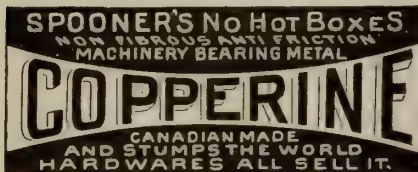
BOLTS, RIVETS, WIRE & WIRE NAILS

Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

An ad. in this journal brings
your goods to the attention
of the buyer.

A want ad. in this paper will
bring replies from all
parts of Canada.



100 Years of Peace

Between the United States and Canada
WALKER'S CORK SCREWS
have been sold in Canada for a quarter of that time, and more of them will be sold because they are all guaranteed not to bend or break in use.

All jobbers in Canada have them in stock. Insist on getting "Walkers." Our 1914 catalogue should be in every hardware store. Write us for it.

ERIE SPECIALTY COMPANY, Erie, Pa., U.S.A.

BEAR BRAND LAMP BLACKS

A Germantown of quality
that gets big business
WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

The PARMENTER BULLOCH CO., Ltd. GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Fellie Plates.

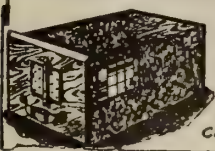


Write for a catalogue of Feed Cookers, made in all sizes, James Bros. Foundry Co., Perth, Ont. Western Representative A. E. Hinds & Co., 420 Chamber of Commerce, Winnipeg, Man.



ELK FIRE BRICK CO., OF CANADA LIMITED
HAMILTON, CANADA

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
**BENNETT STEEL
HARDWARE SHELF BOX**
Saves 20% Shelf Room
over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto

Malleable Iron Castings

for Carriage and Special
Castings of all Kinds

Manufactured by

P. KYLE

MERRICKVILLE, ONT.



NICKEL

SHOT—High and Low Carbon
INGOTS—Three Sizes
25 lb., 50 lb., 100 lb.

Electrolytic Nickel 99.80 %

Prime Metals for the manufacture of Nickel Steel, German Silver, Anodes, and all remelting purposes. Our Nickel is produced as rods, sheets, strip stock and wire.

MONE METAL

We are Sole Refiners of this natural, stronger than steel, non-corrosive alloy. Produced as rods, flats, castings, sheets, strip stock and wire. Ask for descriptive booklet.

Send inquiries direct to us.

THE INTERNATIONAL NICKEL COMPANY

43 Exchange Place, New York.

LONDON

High Grade

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co.,
Limited
LONDON, - ONTARIO

SALES AGENTS
Manitoba — Bissett &
Loucks, Ltd., Winnipeg
British Columbia—
McPherson & Teetzel,
Vancouver.



NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN

OPEN HEARTH STEEL

DRIVE WELL POINTS



All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches.
All numbers of gauze from 60 to 120 mesh.
Also Tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes,
Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps,
Brass Wire Cloth, and Perforated Sheet Brass, Pump Leathers, Rod Couplings, Tank Lugs.

PROMPT SHIPMENTS

Otterville Manufacturing Co., Limited, Otterville, Ont.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

Agents: A. RAMSAY & SON COMPANY, Montreal.



OAKEY'S

The original and only
Genuine Preparation
for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of

Emery, Black Lead Emery Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT ad. in this paper.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

FOR SALE

"**HARDWARE**" OLD ESTABLISHED. VERY profitable. Easy terms. This is a real opportunity. Apply to Box 116, Hardware and Metal, Toronto. (tf)

WANTED

MAN WITH TEN YEARS' CONNECTION with hardware trade wants line of Felt Roofing for Ontario and Quebec on commission. Also wants good road man to join in partnership. Box 149, Hardware and Metal, Toronto. (52)

BRITISH TRADE — **ENGLISHMAN**, LATE sales manager for German agents in Great Britain, commencing business on own account with ample capital, wishes to represent important Canadian manufacturers in specialty hardware of all kinds. Immense personal connection amongst leading buyers in London and provincial cities. Prepared visit Canada to arrange sole selling rights or any proposition. Address "British Hardware," c/o T. B. Browne, Ltd., 163 Queen Victoria Street, London, E.C., England. (51)

WANTED FOR MONTREAL AND QUEBEC districts, local commission agents. Successful agencies, operating at all other important distributing centers in Canada. Address Saultury Chemical Co., Pittsburgh, Pa., U.S.A. (50)

HARDWARE MERCHANTS WANTED. — Safety razor blades, all makes, sharpened. Durham Duplex, 50 cents dozen. Gillette 35 cents. Single Edge Blades, 25 cents. Star blades or long razors, 25 cents each, less 33 per cent. to merchants. Work returned promptly. Toronto Keen Edge, 63 Richmond West, Toronto. (1)

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WANTED—RELIABLE, ENERGETIC MAN to secure subscriptions and renewals to MacLean's and Farmer's Magazines. Good income guaranteed to capable person. Apply by letter, stating qualifications, to The MacLean Publishing Company, Limited, 143-153 University Ave., Toronto, Ont.

MISCELLANEOUS

DOUBLE YOUR FLOOR SPACE—BY installing an Otis-Fensom hand-power elevator you can use upper floors as stock room or

extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fensom Elevator Co., Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

HARDWARE STORE BUSINESS METHODS —The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. The 40 subjects discussed include: Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business; Changing a Credit into a Cash Business, etc. 220 pages. Price \$1.10, postage paid. MacLean Pub. Co., 143 University Ave., Toronto.

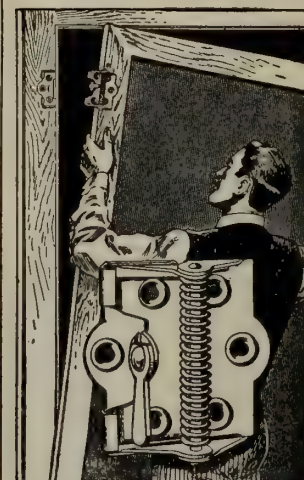


For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and serviceability. WRITE.

F. E. Myers & Bro., Ashland, Ohio
J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches

PUMPS

ALL KINDS
HAY TOOLS
BARN DOOR
HANGERS



JIFFY
Detachable
Screen
Door
Hinge
Patented

Illustration shows door being hung without tools. Pull the lever and it's done. No more trouble with screws—the parts have only to be screwed on once. Nothing to equal it for **WINTER STORM DOORS**, as well as **SCREEN DOORS**. Made in all finishes, twelve pairs packed in a box. Be sure and have your jobber show you this hinge before buying others, or **WRITE FOR SAMPLE TO**

SAUNDERS & WAINWRIGHT
St. Nicholas Bldg. Montreal

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

THE NATIONAL CASH REGISTER Company guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. **The National Cash Register Co., 285 Yonge Street, Toronto.**

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

Make Use of This Page for all Your "Wants"

HARDWARE AND METAL, 143 University Ave., Toronto, Ont.

Enclosed find \$., for which insert following advertisement in your "Want" Ad. Page times. (For Rates see top of this page.) (Each figure counts as one word)

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Signed

Town Province

Built-in Merit

Years of experience in tempering, and the use of crucible steel (absolutely) in files from 3 to 24 inches make the Delta the file for exceptionally long, quick and clean-cutting service.

**"Delta" Merit
will add new
LIFE to your
File Sales**

as those who use many files quickly recognize its distinctiveness.

There's a "Delta" for every requirement.

Order from your jobber now—but be sure to see that our trademark is on the goods you receive because it's our guarantee of "satisfaction or money back."



If your jobber cannot supply you, write us direct.

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PHILADELPHIA, PA.

CANADIAN AGENTS:

H. S. Howland, Sons & Co., Toronto;
Starke, Seybold, Montreal;
Wm. Stairs, Son & Morrow, Halifax;
Merrick-Anderson Co., Winnipeg

Big Sales

will come from boosting shells loaded with BALLISTITE or NEW EMPIRE powders.

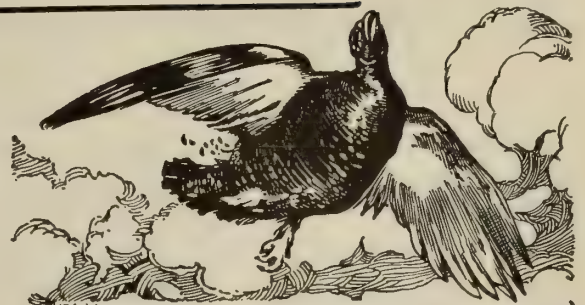
Be sure to specify them when placing your next order for ammunition.

These powders are extensively advertised in the most popular sportsmen's magazines in Canada. This advertising is sure to bring you steady customers if you can supply the goods.

Write us for full particulars.

Nobel's Explosives, Ltd.

244 Chamber of Commerce
WINNIPEG



The Fastest Powder ever Put into Shells

Drop into your pockets a supply of shells loaded with Ballistite next time you go shooting—and bring home more birds. Expert shots the world over have acclaimed

BALLISTITE
DENSE
SMOKELESS POWDER

"THE FASTEST EVER PUT INTO SHELLS."

It is uniform under all conditions, possesses high velocity, yet light recoil. Positively will not deteriorate.

NEW EMPIRE (Bulk)

In demand with all who prefer an easy load.

These famous powders can be had in any shell loaded in Canada.



WIRE GOODS

WOOD AND METAL SPECIALTIES
House Numbers, Clothing Hangers



**Mincing and Chopping
Knives**

Size 3½ inches in diameter. Rubberoid Handle. CUTS THREE TIMES THE SURFACE OF THE ORDINARY SINGLE BLADE KNIFE. Can also be used as a biscuit cutter. Strong and substantial. Nickel Plated. Rubberoid Hardwood Handle.

High-Grade Strainers

No. 503—Reinforced. Diameter, 5½ inches. Mesh Cloth 18, plain. Maroon Handle.



Handle wire runs entirely around the bowl.

HUTCHINS-KILBOURNE GOODS HAVE THE QUALITY FOR LONG SERVICE, AND THEY HAVE A SPLENDID MARGIN FOR PROFIT.

Write for complete catalog.



HUTCHINS-KILBOURNE CO.
BUFFALO, N.Y.

Canadian Office: L. G. Beebe, Foy Bldg., 32 Front St. W., Toronto.

Interested ?

In Buying a Business
In Selling a Business
In Engaging a Clerk
In Securing a Position
In Buying a Typewriter
In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

Then Use

A Hardware and Metal Want Ad.

It should find for you among the thousands of Canadian hardwaremen **AT LEAST ONE** individual who is vitally interested in your proposition.

HARDWARE AND METAL reaches the retailer, the wholesaler, the manufacturer the clerk and the traveller, the men to whom you wish to sell or from whom you would buy.

**No Other Paper Reaches
All These Men**

RATES:

(PAYABLE IN ADVANCE)

2c. per word, first insertion,
1c. per word subsequent insertion,
5c. extra per insertion for box number if desired.

Hardware and Metal

MONTREAL TORONTO WINNIPEG

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It is a service we give free, and it is printed solely for the convenience of our readers.

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British Aluminum Co., Toronto.

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Frost Wire Fence Co., Ltd., Hamilton, Ont.
Laidlaw Bale-Tie Co., Hamilton, Ont.
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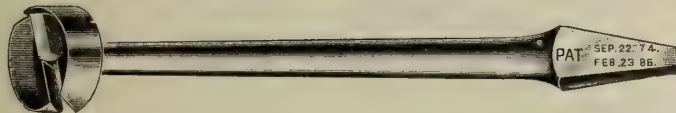


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Hoyt Metal Co., Toronto.
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White Mop Wringer Co., Fultonville, N.Y.

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MacKenzie Bros., Winnipeg, Man.
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Taylor Forbes Co., Guelph, Ont.

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Merritt & Co., Chatham, Ont.

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Northern Bolt & Screw Co., Owen Sound, Ont.
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A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

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Berry Bros., Walkerville.
G. F. Stephens & Co., Winnipeg.
A. Ramsay & Son Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

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Soren Bros., Toronto.

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The Stanley Works, New Britain, Conn.

Steel Wire Hoops.

Dominion Iron and Steel Co., Ltd., Sydney.
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Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
E. T. Wright Co., Ltd., Hamilton.

Store Ladders.

MacKenzie Bros., Winnipeg, Man.
F. E. Myers & Bro., Ashland, Ohio.

Stocks and Dies.

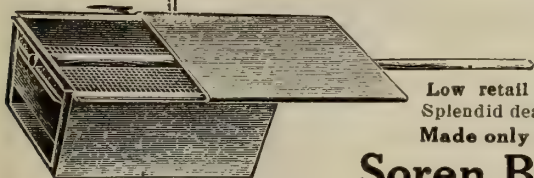
Butterfield & Co., Rock Island, Que.

Stoves, Furnaces.

Burrow, Stewart & Milne Co., Hamilton.
Gurney Foundry Co., Toronto.
Findlay Bros., Carleton Place.
Thos. Davidson Mfg. Co., Montreal.
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McClary's, London, Ont.

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"Daisy"
Makes
Quick
Sales

This is a strong, reliable sifter. Positively dustless and very easy to handle. Slight shaking separates ashes from valuable unburnt coal, into lower compartment. Ashes and coal removed without soiling the clothes.



Low retail price.
Splendid dealers' profit.
Made only by

Soren Bros.

545 King St. W., Toronto, Canada

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An Auger Bit You Can Depend On. Fully Warranted
FORD AUGER BIT CO. HOLYOKE, MASS.

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kindly mention having seen
the ad. in this paper. : : :

Look for the full name

Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by
Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co., Ltd.
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ARCTIC METAL

A babbitt of quality

For
Heavy
Pressure



For
High
Speed

Always reliable. Stocked by hardware dealers.

Talman Brass & Metal Co.
HAMILTON, ONT.

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MANUFACTURERS OF

PURE LAMP BLACKS

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**OLD STANDARD, EAGLE and
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and Suppliers to 90% of the big
Paint Grinders who advertise in
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their **English Factory** is now in a
position to take care of all Lamp
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JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

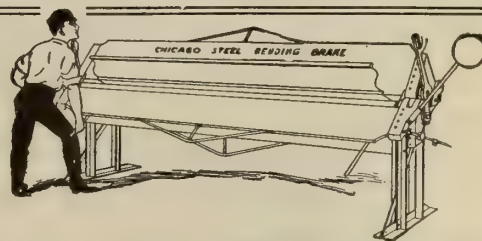
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By seeing that this exact
mark is on each blade.

REGISTERED TRADE MARK
* *
GRANTED 1682.

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James Hutton & Company
MONTREAL



CHICAGO STEEL BENDING BRAKES

(Made in all sizes)

Regarding the Steel Bending Brake we purchased last spring, are pleased to report that we are more than delighted with this machine, not only with the way it is constructed, but with the work it turns out. We formerly used a — brake, but are very glad indeed now that we have made the change. We get more speed and better results. Yours truly,

THE McCLARY MFG. CO., C. E. Main, Manager
The Steel Bending Brake Works Ltd., Chatham, Ont.

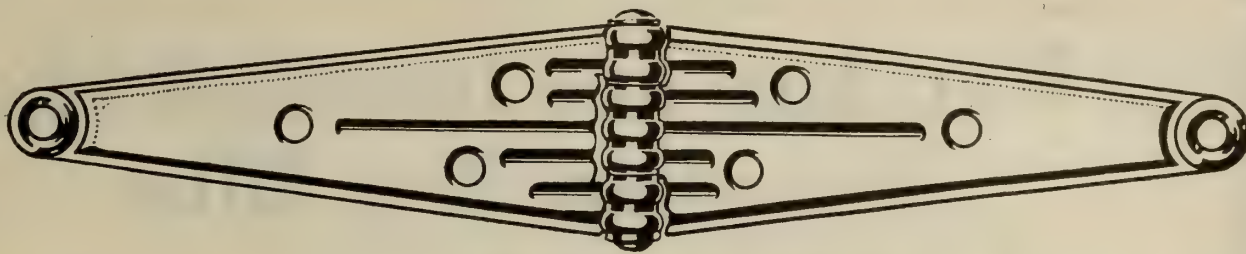
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WHEN trade begins to boom it will be exceedingly difficult to jump in, overtake and pass the man who continued, even in times of depression, to paddle his advertising canoe.

It will require a high power campaign and lots of anxiety to do it. Even at that the persistent advertiser may beat the other fellow to it.



STANLEY'S

The Hinge with the Corrugated Joint

A hinge wears at the joint, and the strength is not increased by merely ornamenting the surface. That is why we corrugate the joint, thereby greatly increasing the strength.

A Stanley Corrugated Hinge is stronger, lighter in weight, will wear longer, and is better looking than any other hinge made.

ASK YOUR JOBBER FOR

Stanley No. 935, Corrugated Heavy Strap Hinge
Stanley No. 937, Corrugated Extra Heavy T. Hinge

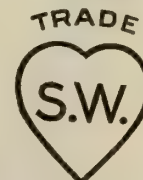
In bulk or packed one pair in a box, with screws.

ALL STANLEY PRODUCTS SHIPPED PROMPTLY

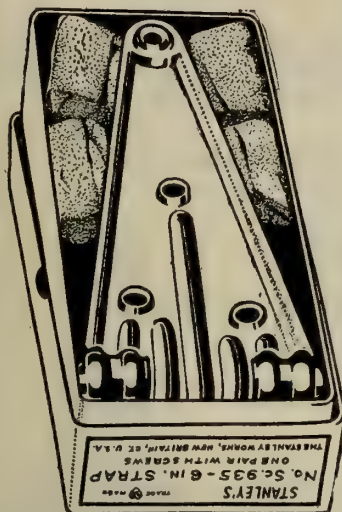
THE STANLEY WORKS
NEW BRITAIN, CONNECTICUT

CANADIAN REPRESENTATIVES:

A. MACFARLANE & CO., CORISTINE BUILDING, MONTREAL



MARK
The Guarantee of Quality



A Box of Stanley's, No. 935

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Gurney Foundry Co., Toronto.
McClary Mfg. Co., London, Ont.

Stove Pipes.

Soren Bros., Toronto.

Tank Heaters.

MacKenzie Bros., Winnipeg, Man.

Taps.

Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.

Tacks.

Steel Co. of Canada, Ltd., Hamilton.

Tapes.

Can. H. W. Johns-Manville Co., Ltd., Toronto.
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.
J. Rabone & Sons, Birmingham, Eng.

Tea Kettles.

Soren Bros., Toronto.

Technical Books.

MacLean Publishing Co., Toronto.

Tents and Awnings.

Scythes & Co., Toronto.

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Pratt & Whitney Co., Dundas, Ont.

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The Barton-Netting Co., Ltd., Windsor, Ont.

Tinners' Snips.

Peck, Stow & Wilcox Co., Southington, Conn.

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A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.

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Hoods, Ltd., Birmingham, Eng.
Soren Bros., Toronto.
Sheet Metal Products Co., Ltd., Toronto.

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Hoods, Ltd., Birmingham, Eng.
Buck Bros., Milbury, Mass.
The Chapin Stephens Co., Pine Meadow, Conn.

The Goodell-Pratt Co., Greenfield, Mass.

Millers Falls Co., New York.
Peck, Stow & Wilcox Co., Southington, Conn.
Smith & Hemenway Co., New York.
Robt. Sorby & Sons, Sheffield.
Stanley Rule & Level Co., New Britain.

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Brown-Roggs Co., Hamilton.
Peck, Stow & Wilcox Co., Southington & Cleveland.

Tool Grinders.

Richards-Wilcox Canadian Co., London, Ont.

Torches.

Clayton & Lambert Mfg. Co., Detroit.

Tool Handles and Lumbering Tools.

J. H. Still Mfg. Co., St. Thomas.

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Northern Electric Co., Montreal.
Onward Mfg. Co., Berlin, Ont.

Vacuum Sweepers.

MacKenzie Bros., Winnipeg, Man.

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Pratt & Lambert, Bridgeburg.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

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Metallie Roofing Co., Toronto.

Wall Plaster.

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Meakins & Sons, Hamilton.

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Soren Bros., Toronto.
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Wash Boilers.

Soren Bros., Toronto.
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Whips.

Hamilton Whip Co., Hamilton, Ont.
MacKenzie Bros., Winnipeg, Man.

White Lead.

Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

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Thos. Birkett & Son, Ottawa.
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Miller, Morse Hdwe. Co., Winnipeg.

Window Guards.

Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Wire Guards.

B. Greening Wire Co., Ltd., Hamilton.

Wire Door Guards.

B. Greening Wire Co., Ltd., Hamilton.

Wire, Iron, Steel, Brass and Copper.

Dominion Iron & Steel Co., Ltd., Sydney.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Laddlaw Bale Tie Co., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Wire.

Frost Wire Fence Co., Ltd., Hamilton, Ont.
Northern Bolt & Screw Co., Owen Sound, Ont.
Northern Electric Co., Montreal.

Wire Mats.

Andrews Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Kuhne-Anderton Co., Port Hope, Ont.

Wire Goods, Bright.

Frost Wire Fence Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods.

Andrews Wire Works, Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Products.

Andrew Wire Works, Watford, Ont.
Dominion Iron & Steel Co., Ltd., Sydney.

Wire Rope.

The B. Greening Wire Rope Co., Ltd., Hamilton.

Wire Springs.

The B. Greening Wire Rope Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

Wire Stretchers.

MacKenzie Bros., Winnipeg, Man.
Richards-Wilcox Canadian Co., London, Ont.

Wood Finishes.

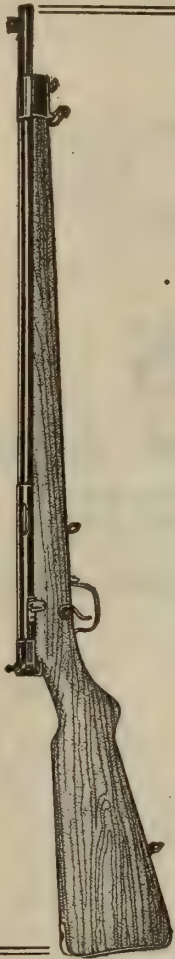
Berry Bros., Walkerville.
G. F. Stephens & Co., Winnipeg.

Woven Wire Fencing.

Frost Wire Fence Co., Ltd., Hamilton, Ont.
Dominion Iron & Steel Co., Ltd., Sydney.

Wrenches.

Peck, Stow & Wilcox Co., Southington & Cleveland.
Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barnes Mfg. Co., St. Catharines.



War has not lessened the demand for Ross Rifles

The Ross Cadet Rifle especially, officially endorsed by the Canadian Government, is in great demand both for private use and for Cadet and other organizations.

It retails at \$12.00; order through jobbers, or direct from

THE ROSS RIFLE CO., - QUEBEC

Don't think you can jump in when trade begins to boom and head off the man who stuck to his advertising guns. It cannot be done, the other fellow has too big a handicap.

CORRUGATED GALVANIZED IRON

Sheet Copper, Black Steel Sheets, Ready Roofing, Etc.

Ask us about Apollo Keystone Copper-Bearing Sheets.

We'll mail you our monthly stock list and full particulars upon receipt of a card.

The Roofers Supply Co., Limited

Toronto, Ont.

Importers, Jobbers and Manufacturers



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO

MONTREAL

WINNIPEG

CALGARY

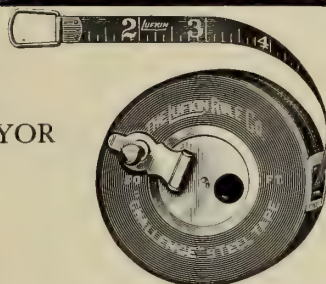
VANCOUVER

When it comes to

Measuring Tapes and Rules

ENGINEER, MECHANIC and SURVEYOR
are looking for the trade-mark

LUFKIN



The fact that

LUFKIN

Measuring Tapes and Rules

are RIGHT has been their experience or they have been educated up to it by their associates.

SOLD BY ALL
JOBBERs

MADE IN CANADA BY CANADIAN LABOR

Get Cat. No. 9

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



Stanley Tools

**SIX REASONS WHY YOU SHOULD STOCK STANLEY
METALLIC PLUMBS AND LEVELS**

1. Their design is attractive and perfectly proportioned, which combines the minimum of weight with the maximum of strength.
2. The milling and other machine work is such as to secure absolute uniformity in the level stocks, whose top and bottom are perfect straight edges and parallel.
3. They are correctly made and will remain accurate under any ordinary condition of use.
4. They are easily adjustable.
5. They are reasonable in price.
6. The demand for them is well established.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Greeting

To Our Customer Friends

For many, many years it has been our privilege at this season to extend our greetings to a constantly growing number of customers in the hardware trade.

Once again we wish you all a very Happy Christmas and a New Year that will be full of joy and prosperity.

Never before have so many trials beset our nation and our Empire at the Christmastide, but there are already signs of a speedy victory for our arms. And if this war in all its sordidness and cruelty has accomplished one good thing, it is in the intensifying of our loyalty to Canada and to the Empire. This loyalty is taking a practical turn and is binding more closely together the Canadian manufacturer and the Canadian merchant.

As one of the pioneer brass manufacturers of Canada we want you to know that we shall always endeavor to maintain the quality of our products, and to give you a value which you cannot procure elsewhere. If you want anything made of brass, ask Morrison.

And once again, we wish you

A Merry Christmas and a Happy New Year.

**Engineers'
and
Plumbers'
Supplies.
Lighting
Fixtures**

The James Morrison Brass Mfg. Co.

LIMITED

93-97 Adelaide Street West, Toronto



Canada's Only Hardware Weekly

HARDWARE AND METAL

Established 1888

Published Every Saturday

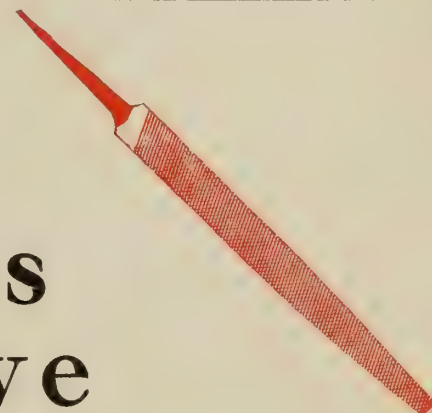

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXVI.

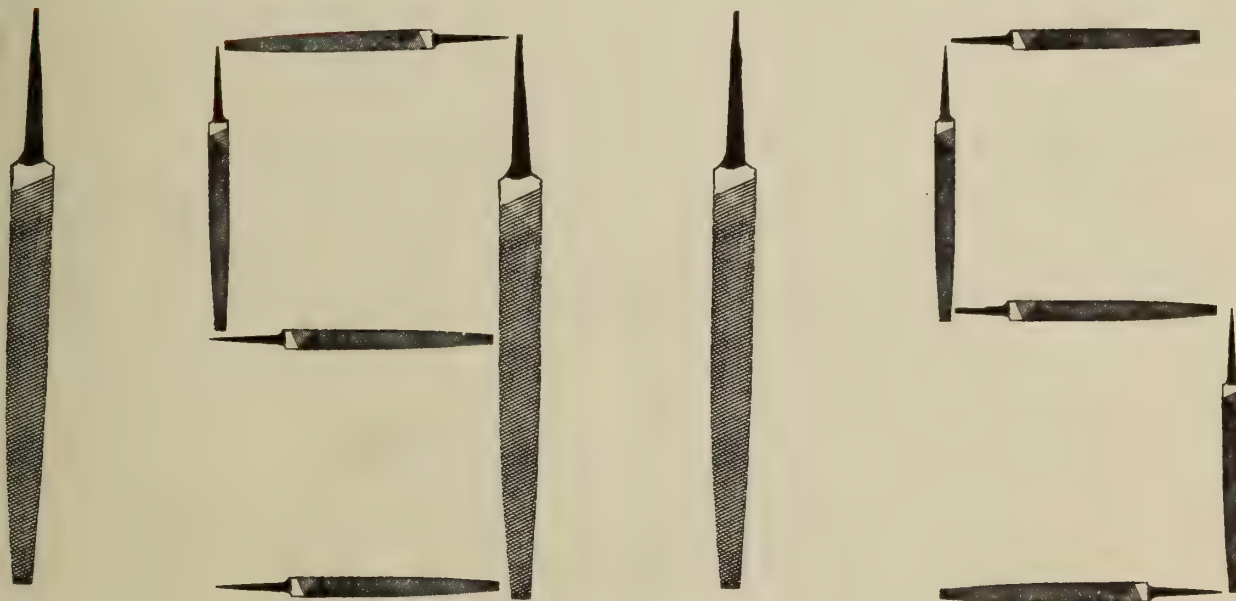
Publication Office: Toronto, Canada

No. 52

December 26, 1914



A Peaceful Prosperous Progressive



For You

Is the sincere wish of the



Nicholson File Company

Port Hope

Manufacturers of

Ontario

KEARNEY & FOOT GREAT WESTERN
AMERICAN ARCADE
GLOBE
FILES



Made in
La Salle, Ill.
by
Westclox



BIG Ben is the biggest thing to-day in the American alarm clock industry. He has everything in his favor—quality, looks, and style. He runs on time, he rings on time, he stays on time.

Slender, massive, richly plated, he stands seven inches tall, with well-shaped distinct hands and a big broad dial easily visible in the dim morning light.

He rings just when you want and either way you want—*five straight minutes* or every other half minute *during ten minutes* unless you shut him off.

His keys are large, strong, easy to wind; his voice deep, jolly, pleasing to

hear. The movement plates are bridged like on a Waltham watch—you can change both mainsprings *without taking the movement apart*. The pivots are of hard steel piano wire $\frac{22}{1000}$ of an inch thin. The escapement is a hardened steel pallet escapement—not a pin escapement like that of other alarm clocks.

We are carrying on hand a stock of Big Ben specially put up for *Canadian* trade, 6 in a carton together with a full set of Store Selling Helps, (posters and show cards.) On an order for 12 we give a solid mahogany display stand. On an order for 24 we print your name free on dials and with an order for 48 we send a striking, electric flashing sign, just the thing for your window or counter.

The minimum retail Canadian price is \$3.00, and there's a \$3.00 resale tag on everyone you buy.

Why not sell soles?



Star Brand SOLES

*Best in the
long "walk"*

Star Brand soles are made from our own leather and we guarantee them to outwear all others.

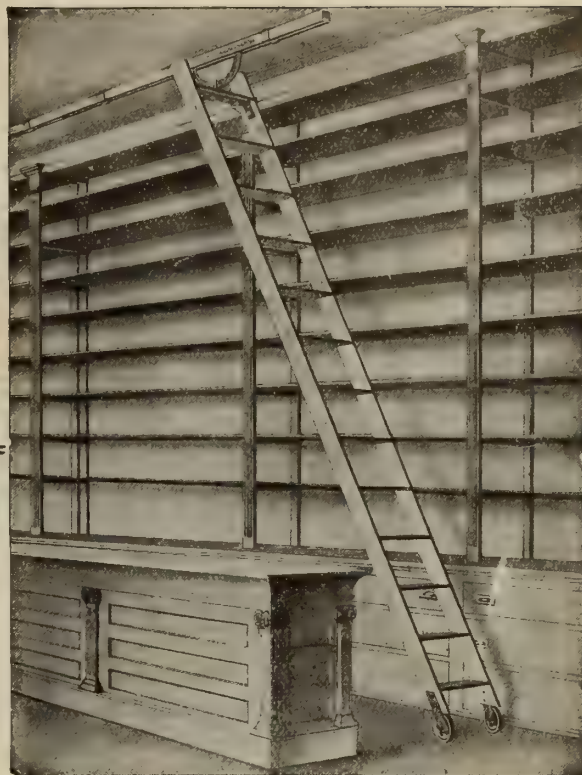
And they leave a good margin for profit.

If your jobber cannot supply you, we'll ship your order quickly.



BEARDMORE & CO.
Toronto TANNERS Montreal

They go well with Cobblers' Outfits!



Good Store Ladders Save Time and Space

Send for Special Ladder Catalogue showing full line of Ceiling and Shelf Ladders to meet all conditions.

Why not canvass your Town on Ladders now?

Richards-Wilcox Canadian Co. Ltd.
London Montreal

HELP FATHER CARVE THE TURKEY



FATHER should be prepared with a keen, fast-cutting knife to do the honors, so sell him a

CARBORUNDUM KNIFE SHARPENER

A well sharpened carving knife is half the job.—The Carborundum Sharpener cuts the edge on the blade clean and quick. It is far and away ahead of the old-time steel. There should be one in every family—round or octagonal shapes—stag or wood handles.

Feature them in your holiday window displays. We furnish the display rack, cut-outs, etc., prices and discounts, if you write

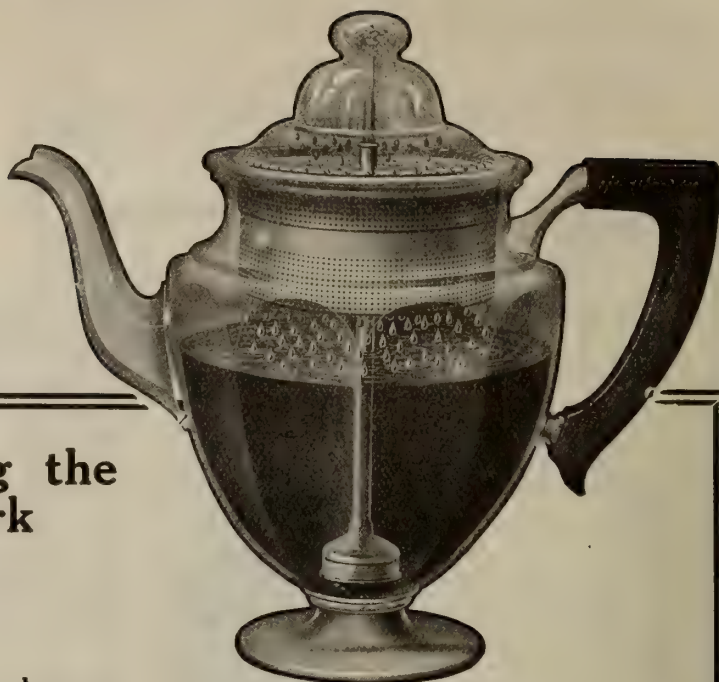
THE CARBORUNDUM COMPANY
NIAGARA FALLS, N. Y.

It's Easy To Sell

Coffee Percolators bearing the
"Universal" Trade-Mark

UNIVERSAL

as their superiority is recognized by every house-keeper. Is your stock complete?



X-Ray view, showing "Universal" method of percolation.



Made of Pure Aluminum, Highly Polished. Ebonized Handles.
No. 74 Capacity 4 Cups, \$3.50
No. 76 Capacity 6 Cups, 4.00
No. 79 Capacity 9 Cups, 4.50
No. 714 Capacity 14 Cups, 5.00



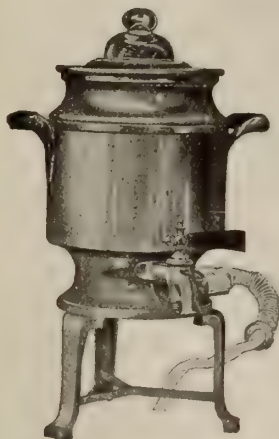
Made of Copper, Nickel-Plated. Ebonized Handles.

No. 52 Capacity 2 Cups, \$2.50
No. 54 Capacity 4 Cups, 2.75
No. 56 Capacity 6 Cups, 3.00
No. 58 Capacity 8 Cups, 3.50
No. 510 Capacity 10 Cups, 4.00



Made of Copper, Nickel-Plated. Ebonized Handles.

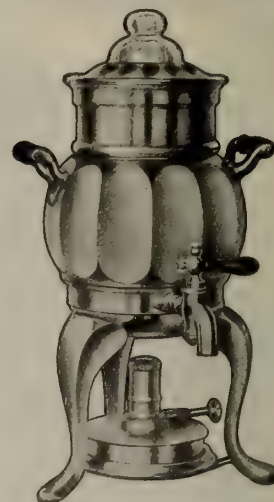
No. 44 Capacity 4 Cups, \$2.25
No. 46 Capacity 6 Cups, 2.50
No. 48 Capacity 8 Cups, 2.75
No. 410 Capacity 10 Cups, 3.00



No. E 9136—Electric Coffee Urn, \$9.00 to \$10.75.



No. E 9637—Electric Coffee Percolator.
7 Cups \$7.50 to \$8.75



No. 406—Coffee Urn.
Sizes 4 to 9 Cups,
\$12.50 to \$15.00.

Write for information regarding our Free Advertising Service—It helps to sell your goods, and links your store up with our National Advertising. For prices, etc.,

Write to your Jobber or direct to Us.

LANDERS, FRARY & CLARK, New Britain, Conn.

"Best in the Land—BLACK DIAMOND BRAND."

"Best in the Land—BLACK DIAMOND BRAND."

We wish All our Hardware Friends a Joyous Holiday Season and a Full Measure of Happiness and Prosperity through the year to come.

We trust it will be for All a year of progress; of substantial growth; of realized anticipations.

*A Happy
New Year*

Fully appreciating that our own success during the year just closing resulted from the liberal and increased patronage accorded us, it shall be our constant endeavor to serve you in such a way, and with such goods, as will merit a continuance of your confidence and good-will.

LEWIS BROS., LIMITED
MONTREAL

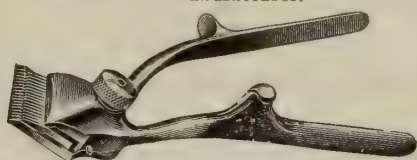
"Best in the Land—BLACK DIAMOND BRAND."

"Best in the Land—BLACK DIAMOND BRAND."

PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price. Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clip-pers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



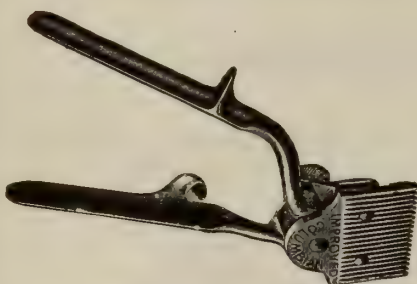
STANDARD No. 0, No. 1, and No. 2.
Retailing at about \$2.50. High-class
barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard
and neck trimming. Retailing at
about \$2.25.



SPEED
Best low-priced Clipper made. Retail-
ing at about \$1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing
at about \$1.50.

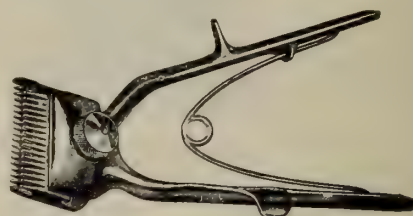
A. MacFarlane & Co.

Coristine Building, Montreal

Canadian Agents for

Wiebusch & Hilger, Ltd.

New York City



CADET
with visible spring, retailing at about
\$1.00.

Selling Goods that Won't Come Back to Customers that Will

The basis of profitable business lies in selling customers that will buy again. Complete satisfaction is the first essential of repeat sales. To contractors and build-

ers, the quality of their concrete is a very important detail. If you can sell the contractor an absolutely reliable cement you will profit by his future business.

Rogers' Portland Cement Makes Repeat Sales

The superior quality of Rogers' Cement is your finest insurance of more business from cement buyers. You can handle the largest trade of your district by our quick shipment plan. Write for particulars to-day.

Made
in
Canada

Alfred Rogers Limited

28 WEST KING STREET, TORONTO

N. J. DINNEN & CO., Western Representatives, Winnipeg, Man.



SOLDER

Unless you are getting **SMP** prices on *each and every order* for solder, you are not buying to the best advantage.

In our different factories, we are immense users of solder for making up Sheet Metal Products. This is the day of specialists and for our own use and our customers, we are making a line of solder that is more economical for sheet metal work than any other solder on the market. Because of our big production, the overhead expenses in this department are very low.

These two features, better and more economical solder and lower prices never fail to get business if solder is wanted.

Let us do for you what we are now doing for many others when in the market for solder.

Shipments Made Promptly

THE SHEET METAL PRODUCTS CO. OF CANADA
MONTREAL TORONTO WINNIPEG LIMITED



Feature Lighting Fixtures—NOW



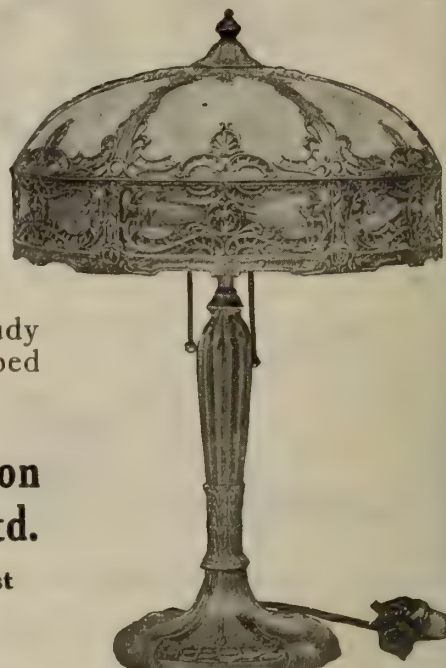
Hardwaremen can make it profitable to themselves by pushing lighting fixtures at this time when long winter evenings make their value more appreciated.

Electric Table Lamps make useful, ornamental and seasonable gifts. We have them at prices to suit all demands.

Send for Catalogue, and place it where your customers can study it after you've stamped your name on it.

**The James Morrison
Brass Mfg. Co., Ltd.**

93-97 Adelaide St. West
TORONTO



get
full
value

Every line of type in Canadian Machinery is printed for a distinct purpose—SERVICE.

In no feature of this journal is the idea of service more notable than in the advertising. The constant study of shrewd advertisers is how to be of most service to you.

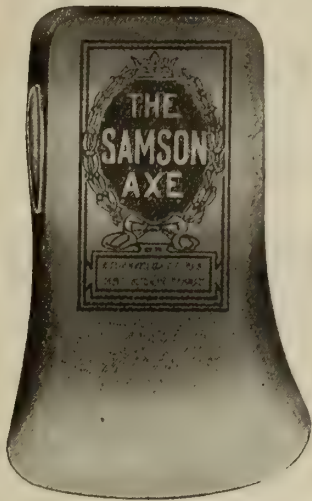
The more the advertising may be made to pay YOU—the better will it pay the advertiser.

You are not getting the fullest benefits from this journal unless you are a constant and careful reader of its advertising pages.

There is no feature more helpful—more important—more interesting.

Why not secure to-day the educative and personal benefits of your paper by keeping in intimate touch with advertising sections?

Look it over NOW—while you think of it.



FOR GREATER SATISFACTION

to your trade
and greater profits
to yourself
sell

SAMSON AXES

The Cutting Edge
is known as
the one
that

"STAYS SHARP"

AB-SO-LUTE-LY GUARANTEED



H. S. HOWLAND, SONS & CO.

LIMITED

WHOLESALE HARDWARE

TORONTO

WE SHIP PROMPTLY

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST



No. 915 Safety Hasp

No. 915

Wrought Steel

"Safety" Hasps

This Safety Hasp Is Well Named

The screws are all well under the hasp and the staple plate being covered makes it impossible to remove the screws until the lock has been opened. The staple hole is made extra large to allow for shrinking of the door without resetting of staple.

Packed one dozen in a box, with screws and plate staples.

Canada Steel Goods Co. Ltd., Hamilton, Canada

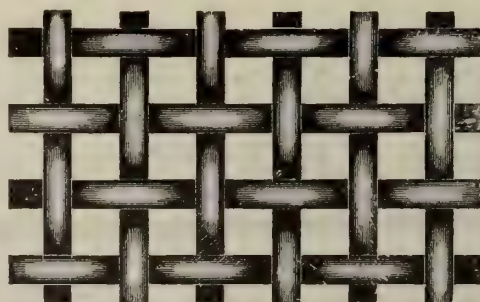
GREENINGS

WIRE CLOTH

-

WIRE SCREENING

All grades of
Wire Cloth,
Double Crimped
Screening
Accuracy
Guaranteed.



Made of Steel,
Copper or Brass.

Galvanized and
Tinned Cloth.

Perforated
Metals.

Wire Rope.

THE B. GREENING WIRE CO., LIMITED

HAMILTON, ONT.

MONTREAL, QUE.

We extend to all our
customers and friends

The
Compliments of the Season

WE THANK YOU, ONE
AND ALL, FOR THE
HEARTY PATRONAGE
ACCORDED OUR PRO-
DUCTS DURING 1914,
AND ASSURE YOU OF
OUR BEST SERVICE
AND CO-OPERATION
FOR THE NEW YEAR.

THE
STEEL COMPANY OF CANADA
LIMITED

HAMILTON
VICTORIA

MONTREAL
VANCOUVER

TORONTO
ST. JOHN

WINNIPEG
HALIFAX



Goodell-Pratt's

9 INCH
12 INCH
18 INCH
24 INCH

No. 666
COMBINATION SQUARES
COMBINE
Accuracy and a Nice Appearance
WITH
Moderate Prices

Goodell-Pratt Company

Toolsmiths

Greenfield, Mass., U.S.A.

Do You Value Your Money? Do You Value Your Time?



"B.B." Automatic Gas Soldering Furnace.

This firepot will cut your GAS BILL in half. It is equipped with an AUTOMATIC SHUT-OFF, which turns off the Gas the instant the soldering iron is removed from the fire, and automatically lights it again as soon as the Iron is put in. You burn Gas, only while you have an iron in the fire. Gas consumption is practically cut in two; also has a Patent Air Mixer which makes it very easy to adjust for Natural or Artificial Gas. It is an ECONOMICAL INVESTMENT.

PRICE, \$3.60 Net.

"SEND YOUR ORDER IN TO-DAY."

If so, you cannot afford to be without one of these Firepots and Rod Cutters. The cost is a trifle compared with the "saving."



No. 62 "Lightning" Rod Cutter.

These rod cutters do away with the old Time-Wasting Method of hammering and chiseling your wire rods in two. Our "Lightning" Rod Cutters do the trick quicker than you can imagine. Each Cutter is fitted with an adjustable gauge, so you can cut any number of small pieces the same length, without measuring each piece. These cutters are built in the following sizes: No. 60, 61 and 62.

No. 60 will cut rods up to $\frac{1}{4}$ " diameter. Weight 5 lbs.

PRICE, \$3.75 Net.

No. 61 will cut rods up to $\frac{3}{8}$ " diameter. Weight 39 lbs.

PRICE, \$11.00 Net.

No. 62 will cut rods up to $\frac{1}{2}$ " diameter. Weight 90 lbs.

PRICE, \$18.00 Net.

THE BROWN, BOGGS CO., LIMITED, - HAMILTON, CANADA

Western Representatives: MESSRS. BISSETT & LOUCKS, Limited, (WINNIPEG and EDMONTON).

**Happy Thought****Detroit****Orchard King
Compound Lever****Kansas Patent****Taylor's
Improved
Pattern****Woodyatt
Improved
Socket**

February and March

is the usual pruning time.

Place your order with your
jobber now for

Tree Pruners

Specify the lines illustrated
herewith because their quality
assures perfect satisfaction and
they pay a good substantial
profit.

Specify them because they're
the **only tree pruners made in
Canada.** Sheffield Steel is used
and every one is guaranteed.

Happy Thought or Detroit

6, 8, 10, 12, 14, 16 feet in length.

Orchard King—Length over all
31½ inches.

Woodyatt — 6, 8, 10, 12 — tele-
phone pattern, 16 ft.

Taylor's—8 ft., **Kansas** 7 ft.

If your jobber does not have this
line send to us direct. We can
fill orders promptly.

TAYLOR-FORBES CO. LIMITED

Head Office and Works : GUELPH, ONT.

Branches and Agents:
Taylor-Forbes Co., 246 Craig St., Montreal
H. G. Rogers,
147 Prince William St., St. John, N.B.
Canadian United Mfrs. Agency,
London, Eng.
H. F. Moulden & Son,
Travellers' Bldg., Winnipeg
Taylor-Forbes Ltd.,
1070 Homer St., Vancouver, B.C.



"WIRELESS" Fibre Flashlights

Now on Sale at Most
Leading Hardware Stores

The Latest in Flashlights

Have you seen them?

Write for illustrated booklet.



Interstate Electric Novelty Co.

of Canada, Limited

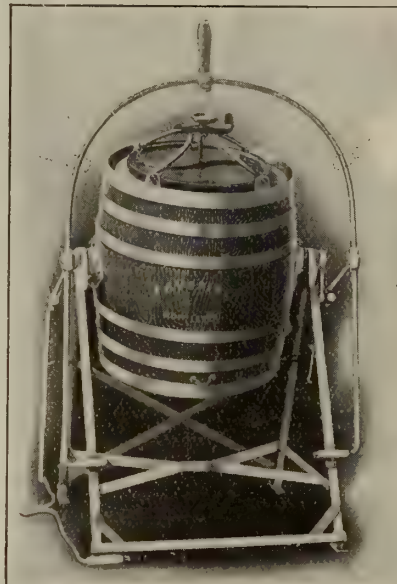
220 King Street West

TORONTO

ONTARIO

A Novel Feature of the

MAXWELL "Favorite" Churn



—and one which has
made it popular
wherever used—is
the

OW LEVER

No other churn has
this lever. Handle
can be adjusted to
centre, left or right,
whichever is de-
sired, or is easiest
for driving. The
frame is of light,
rigid steel with
bolted trunnions,
and the barrel of
best imported oak
with aluminum
hoops. Swings on
roller bearings and
is exceptionally
easy-running and
durable. A splendid
seller.

Send for Illustrated
Catalogue of the
"easy-to-push" Max
well lines.

MAXWELLS LIMITED, St. Marys, Ont.

Pumps that Carry Good Will

Dealers that sell McDougall's "Are-
macdee" Hand or Motor Metal Force or
Lift Pumps give their customers lasting
satisfaction.

Every pump sold
stays sold—gives the
dealer no trouble.

They are metal —
hand fitted valves —
air-tight — strong —
lasting.

The big catalogue
tells you exactly what
the line is—get it for the asking.



WRITE

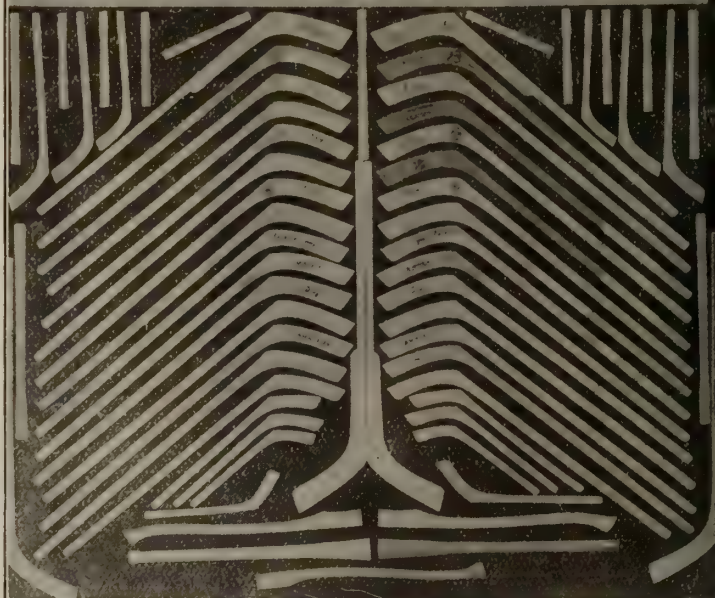
The R. McDougall Co.,

LIMITED

GALT, CANADA

ST. MARYS WOOD SPECIALTY CO. LIMITED HOCKEY STICK SPECIALISTS

HANDLES FOR AXES, PICKS,
HAMMERS, MINERS ETC



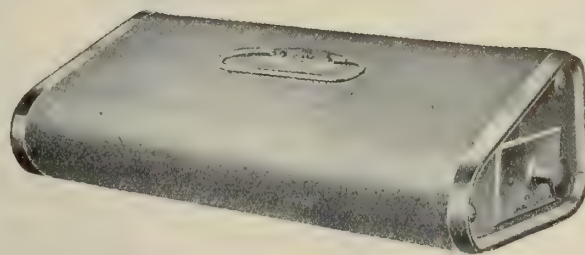
BALL BATS and HOCKEY STICKS MADE IN CANADA

THEY LOOK WELL, SELL WELL AND LAST WELL.
Why buy BALL BATS in the STATES when you can get
equally as good made in CANADA?

ST. MARYS WOOD SPECIALTY CO., Ltd.
ST. MARYS, ONT.

CLARK

Indestructible Steel Heaters



For Use In
**Automobiles,
Wagons, Sleighs, Etc.**

**Quick-Selling
Fall and Winter Line**

These heaters will be King over
your Winter Sellers.

They are positive assurance of
quick turnover and exceeding
profits.

Their service-giving qualities
mean complete satisfaction to
the user.

Clark brick for use in these
heaters, yields most heat and
lasts longer than any other
brick. We advertise these heat-
ers extensively throughout Can-
ada, and supply dealers with
free selling helps.

**Sold by jobbers everywhere
in Canada.**

ORDER NOW.

Chicago Flexible Shaft Co.

250¹/₂ ONTARIO ST., CHICAGO

HORSE-SHOE BRAND WRINGERS

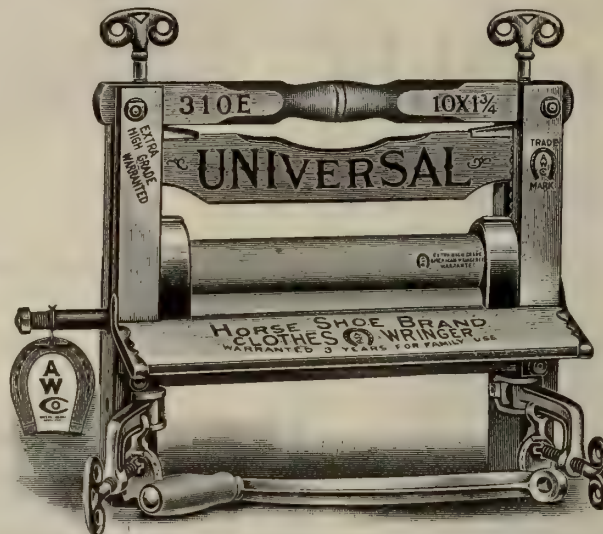
WARRANTED as to quality.

WARRANTED to give satisfaction.

WARRANTED as to price.

Plain Bearings
and Steel
Ball Bearings

Enclosed
Cog
Wheels



Plain Bearings
No. 340E
" 341E

Steel Ball Bearings
No. 360E
" 361E

Size of Rolls
10 x 1 3/4 inches
11 x 1 3/4 inches

WE MAKE THE LARGEST VARIETY OF WRINGERS IN THE WORLD.

Send for our new Price List.

THE AMERICAN WRINGER COMPANY

NEW YORK CITY, U.S.A.

GLASS

of
every description
for building purposes

*Sheet, Plate, Figured
Leaded, Mirrors*

A trial will convince you that our
quality, prices and service are a triple
combination hard to beat.

**The Consolidated Plate Glass
Company of Canada, Ltd.**

241 Spadina Ave., Toronto.
30 St. Sulpice St., Montreal.
375 Balmoral St., Winnipeg.



WHEN YOU SKATE

you will experience
a comfort and sense
of security unknown
before, if you are
wearing the

Perfection Steel Ankle Support

Whether you are a begin-
ner or an expert skater,
you need the "Perfec-
tion" Support—it is the
only really efficient stay
for the ankles.

Sold by all the Leading Dealers.
Price, \$1.00 per pair.

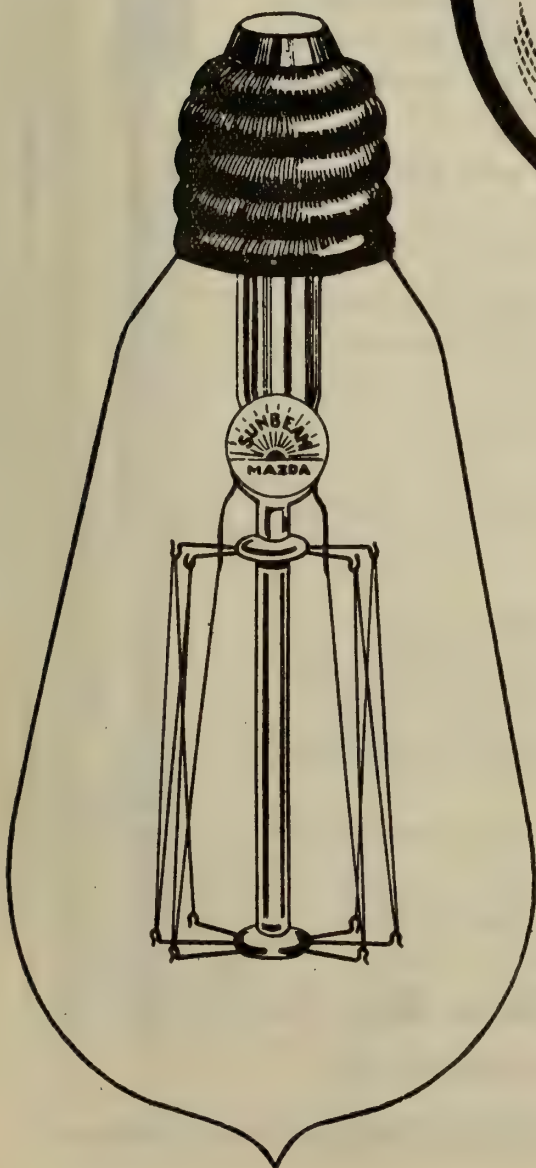
**Owen Sound Steel
Press Works**

SUNBEAM

Mazda Drawn Wire Tungsten Lamp



*Made in
Canada*



Sunbeam Mazdas are looked upon as the superior lamp by "those who know." And they have won this reputation through our efforts to produce the world's best lamps.

They've been adopted in many places where there is a considerable amount of vibration, and have given a *surprisingly long service*.

The "Sunbeam Light is a clear white"—and it's cheap too, because of the current it saves. *There's a good profit awaiting you. Better order from your jobber now. If he cannot supply you, write us.*

The Canadian Sunbeam Lamp Co., Ltd.

Main Office and Factory: TORONTO

Branch Warehouses: MONTREAL WINNIPEG CALGARY VANCOUVER



Keystone



No. 5



No. 1



No. 4

Horses Never Slip if they're shod with "Red Tip" Calks and Shoes



Horse confidence adds to horse efficiency.

Neverslip calks create confidence, and give full horse power on slippery roads. Besides the injuries that a horse receives by falling there is invariably injury to the vehicle to which it is hitched, such as a broken shaft, etc.

Neverslip Calks make you safe from costly and exasperating accidents.

You are ready to go anywhere at any time, in perfect safety and comfort if your horse is shod with Red Tips.

When they wear out can be replaced by a complete set of new ones in twenty minutes.

Stock and boost Neverslips to your horse-shoer trade and tell your driver customers about them. Good sales will result.

The Neverslip Manufacturing Co.

U.S. Factory: New Brunswick, N.J.

Canadian Factory and Office:

559 PIUS IX AVENUE, MONTREAL



No. 130

This Beats the "YANKEE" No. 30

For overhead work—or any places out of reach—and all ordinary work, the New "YANKEE" No. 130 and 131 are better than any tool made for this purpose.

The spring in the handle holds the tool extended in any position—keeps the bit in the slot—drives the handle back quickly for the next thrust.

Show them to the mechanics—they are quick to recognize their value. To see one is to want it.

Your jobber can supply you.



Have you a full set of selling helps on Yankee Tools—show cards, etc.?

Let us supply you.



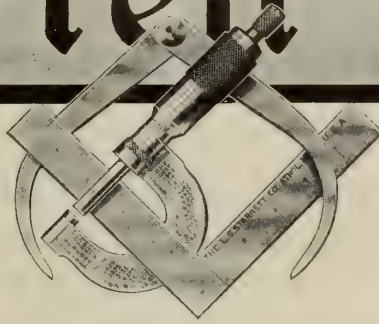
No. 131

North Bros. Mfg. Co.

PHILADELPHIA, PA.

Starrett Tools

The
Finest
Tools



Made by the
World's Greatest
Toolmakers

Getting 1915 Business

After going through a long period of depression, business is taking a decided upturn, which must increase as each industry gets under way and adds to the total volume.

This year hardware stocks are lowest in history. We know it is easy for us to tell you to stock up and we know that you must consider carefully before tying up capital in any stock of goods. Admitting this, however, we believe there are real reasons why a complete stock of Starrett Tools will show good returns on your investment.

¶ Mechanics are in increasing demand everywhere because the manufacturing and building trades are picking up rapidly. As every mechanic is a possible customer, you surely must carry a stock of tools.

¶ No fine tools are as well known, as well advertised, or as highly regarded by mechanics as Starrett Tools, so that your stock should be a Starrett stock. It should also be *complete* because when a man needs a tool he generally wants it so badly that if you cannot sell it to him, he goes somewhere else.

¶ Now after your stock is complete and you are getting the business that *comes* to you, you can *bring* additional business to your store by displays, and by local advertising. This *creates* a demand for tools which you might not sell otherwise.

¶ And cultivate your special fields. Get the big instrument business of factories and machine shops by mail or by personal visit. Get the trade of farmers, if there are any in your community, on Starrett transits. Get the business of autoists on the Starrett ratchet wrench. Don't overlook Starrett hack saws for factories and for individual mechanics and appeal to the home owner and amateur mechanic with our expansion pliers, cut nippers, hack saws and frames, screwdrivers, cabinet scrapers, etc. This all helps to keep your money turning over. You want more sales for yourself—we want more sales for ourselves—you can help us by helping yourself. We are doing all we can on our end to send men to you. Won't you do your part in getting the business on your end?



The L. S. Starrett Co.,
THE WORLD'S GREATEST TOOLMAKERS
Athol, Mass.

New York

London

Chicago

TRIMO

A "PIPING" GOOD WRENCH



STEEL HANDLE

Trimo Pipe Wrenches are made in Steel Handles from 6-inch to 48-inch sizes inclusive. In Wood Handles they are made in sizes 6", 8", 10", 14" only.



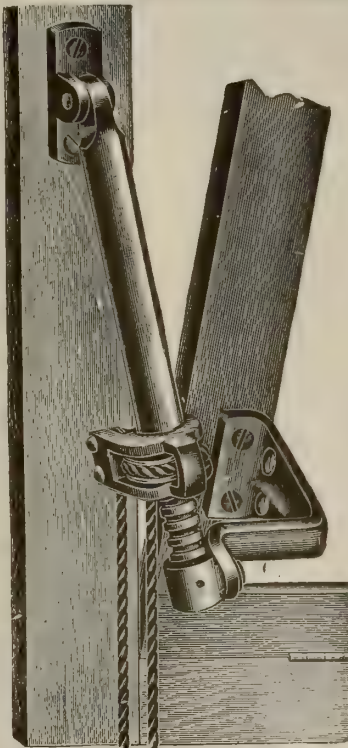
NUT WITH NUT GUARDS



WOOD HANDLE

Send for Catalog No. 150

TRIMONT MANUFACTURING CO., Roxbury (Boston), Mass., U.S.A.



10067. Evered's "Everedy II." Patent Fanlight Opener. For opening and closing any type of Fanlight, Skylight, Casement, etc., of either hand, without removal of parts, or any alteration, except the turning of riveted joints. No loose parts to get mislaid. Projects 2 in. only when closed. Fixing screws wrapped with each.

ESTD
1809

EVERED

& CO
LTD

MANUFACTORY: Surrey Works, Smethwick, Birmingham, England
SHOWROOMS: 30-35 Drury Lane, London, W.C.

MANUFACTURERS
OF EVERY DESCRIPTION OF
Builders, Cabinet Makers and Furnishing
BRASS FOUNDRY
LIGHTING FIXTURES
METALLIC BEDSTEADS

Brazed Brass and Copper Tubes, and Brass Cased Tubes

Be British!

It may not be your part to shoulder a rifle and march on the fields of Europe, but you can play just as important a part at home. You can put your shoulder to the wheels of commerce and keep them turning, and above all, you can support Canadian and British industries to the utmost of your power. Thus you keep your money at home where it will circulate back to you and keep our own Canadian workmen employed and happy.

The "METALLIC" Line of Building Materials is British Through and Through

More than that, we guarantee to give you as good, if not better value than any foreign-made article. No "Keystone" or other foreign-made sheets used. Let us send you our illustrated price-lists and suggestions on how to capture that job you are figuring on.

We manufacture Steel Sidings—rock and brick face; Steel Ceiling and Wall Plates; "Eastlake" Steel Shingles; "Hayes" Patent Lath; "Empire" Corrugated Iron; Ventilators; Skylights; Cornices; Fireproof Doors and Windows; Conductor Pipe and Eavestrough; Sheet Metal Designs of all kinds.

The METALLIC ROOFING COMPANY, Limited, Manufacturers TORONTO and WINNIPEG

A New Tool that the Experienced Mechanic Will Want to BUY

The more your customer knows about drills the easier you can sell him one of these new and improved Millers Falls Breast Drills. Number 200 excels in many features. Take, for instance, the crank handle. This is adjustable to a position in line with the crank so that the tool may be used in extremely close quarters where an ordinary drill would be useless.

MILLERS FALLS BREAST DRILL No.200

The breast plate is designed for the maximum ease and comfort on heavy work and is removable, the plate underneath being so arranged that the drill may be held firmly in the hand when so desired. A simple and effective ratchet on the crank handle is of great convenience on delicate jobs. The speed shift is positive, changing from even to 3 to 1 instantaneous y. Chuck is of famous Star three-jaw pattern with jaws springs protected from injury, holds round shanks from 0 to 1/2 in. in diameter. Gears are machine-cut with small gears of steel. Quality

of material and superiority of workmanship are as evident as the many features which increase the operator's efficiency.

Let Us Show You

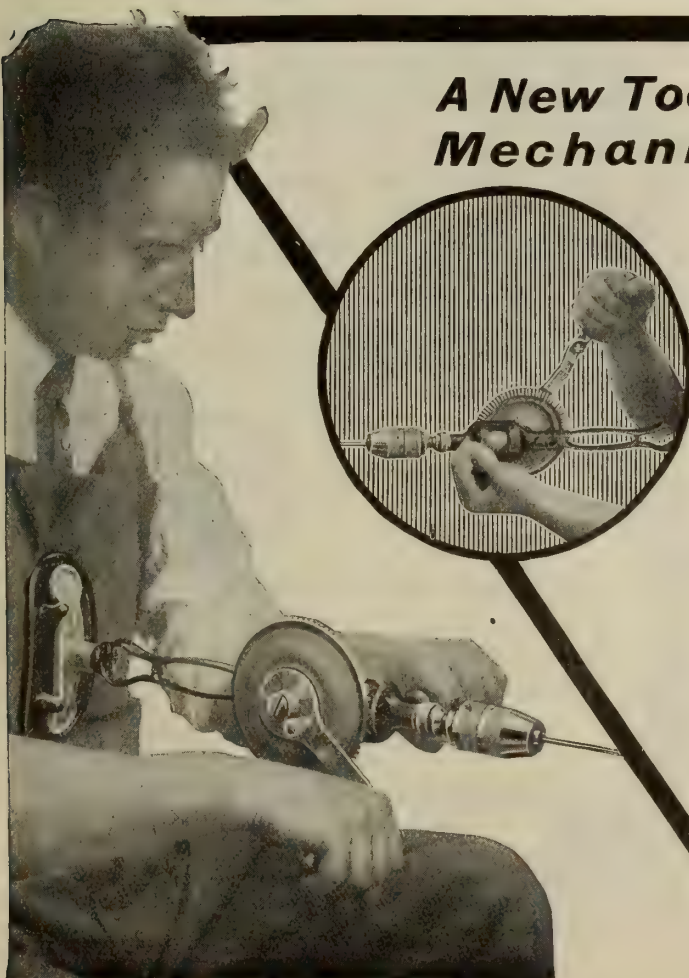
the many good points about Hack Saw 1027, Bench Drill Press 210, Bit Brace 872, Extension Bit Holder 6, Acme Mitre Box and Hand Drill 1980—other new Millers Falls Tools that require less effort to sell because they possess unusual features to appeal to the experienced mechanic. Send for catalog showing complete line

MILLERS FALLS CO.

MILLERS FALLS

Mass.

**MILLERS FALLS
TOOLS**





High Quality TOOLS

that you'll find
very profitable

A complete assortment of
Beveled Edge Shank and
Socket Chisels, Pattern
Makers' Chisels and
Gouges, and Handled
Turning Tools.

Write for catalog and full
particulars.

Buck Brothers
Milbury, Mass., U.S.A.



Boost Goods made in Canada
Keep Canadian Labor employed
You can help by insisting on
having

Still's Handles

in your next handle order. You will
find them superior in quality and finish.

WRITE FOR PRICES

J. H. Still Mfg. Co.,
LIMITED
ST. THOMAS, ONTARIO, CANADA

"Made in Canada"

Brooms of Quality

to introduce our

CANADA LINE

Please note the following **SPECIAL PRICES**—
Sample order solicited:

Fine Polished Colored Handles

No. 1 Canada, 5 String - - \$4.50
No. 2 Canada, 4 String - - \$4.00
No. 3 Canada, 4 String - - \$3.75

6 Dozen lots and up delivered—Ontario

WALTER WOODS & CO.
Hamilton

FLY SCREEN WIRE CLOTH

IN BLACK,
BRONZE & GALVANIZED.

SAFETY FIRST

See That
THIS MARK
OF HIGH QUALITY
Is On Every
Roll

The Season for Fireplace Fix-
tures and Spark Guards is now
on. Have you a supply of
stock sizes?

Inquiries Solicited.

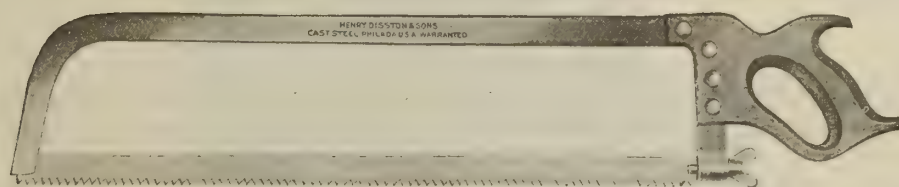
Canada Wire & Iron
Goods Co.
Hamilton, Ont.





Stock DISSTON Butcher Saws

A complete line of the same unsurpassed quality of material and workmanship characteristic of all Disston products.



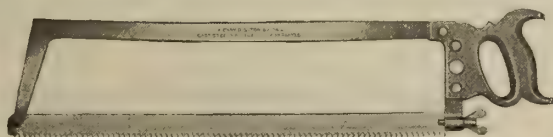
No. 23

The Disston No. 23 is a favorite and a quick seller, 24-inch frame, beech handle, polished edge, nickel-plated screws, flat back. Bright blade of 1-inch finest crucible steel, 11 points to the inch. This saw is fine in appearance, easily handled and gives permanent satisfaction with a minimum of attention.

Henry Disston & Sons, Inc.

Keystone Saw, Tool, Steel and File Works

PHILADELPHIA, U.S.A.



*Wishing our many customers
and friends*



**A
Happy and Prosperous
New Year**

The Thos. Davidson Mfg. Co., Limited
TORONTO MONTREAL WINNIPEG

Have You Considered

The ELECTRIC WASHING and
WRINGING MACHINE as a CHRIST-
MAS TRADE ATTRACTION?

The "NEW IDEA"

with its Complete Equip-
ment

Swinging Wringer
Feature

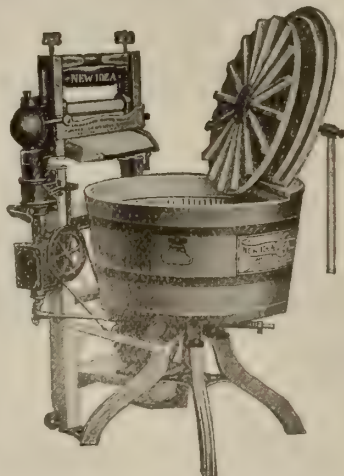
Simple "Safety First"
Mechanism,

Removable Tub, etc.,

only needs
a Demonstration to make
a Sale.

It works entirely by
power taken from an
ordinary light socket.
Washes and wrings at
the same time or separ-
ately, and does all the
work.

Made only by



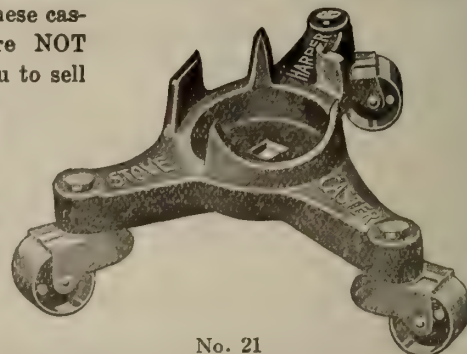
Cummer-Dowswell Limited
HAMILTON, ONT.

**You can wheel the biggest stove
around in a jiffy**

to where the customer can best see it
if you use

Harper Handy Castertrucks

You no doubt have handicapped your stove sales at
times, by not being able to allow your customers to
look at all sides of a stove on account of its weight.
Remember these cas-
tertrucks are NOT
made for you to sell
—they are
for you to
use, and to
increase
stove sales.
They will
last you in-
definitely.



No. 21

Chicago Hardware Foundry Co.
NORTH CHICAGO, ILL.

a Versatile Range

Burning Coal, Gas and Wood



McClary's "Champion" Interchangeable Range

accomplishes the work of two Ranges with only the one fuel burning—Summer or Winter—always serviceable.

LONDON
ST. JOHN, N.B.

TORONTO
HAMILTON

MONTREAL
CALGARY

WINNIPEG
SASKATOON

VANCOUVER
EDMONTON



Stanley Tools

"45"

Seven Tools in One

1.—Beading and Centre Beading Plane. 2.—Rabbit and Filletster Plane.
3.—Dado Plane. 4.—Plow Plane. 5.—Matching Plane. 6.—Sash
Plane. 7.—Superior Slitting Plane.

Extra cutters may be used to advantage by substituting specially formed detachable bottoms.
Carpenters will find this tool almost invaluable.
Send for catalogue giving complete description.

STANLEY RULE & LEVEL CO.,
NEW BRITAIN, CONN. U.S.A.

WE HAVE THE FACILITIES FOR TURNING OUT

The Highest-Grade Baling Wire and Bale-Ties

at a reasonable cost—a baling wire that allows the dealer good profits and is certain to create enthusiasm among users.
Before placing your order, write us for prices and full information.
We also manufacture WIRE NAILS and STAPLES, O. & A. WIRE, WIRE BARREL HOOPS, ETC., each having a quality that is unsurpassed.

THE LAIDLAW BALE-TIE CO., Limited, Hamilton, Ontario
GEO. W. LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN, Winnipeg, Man.



PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
PEMBROKE - - ONTARIO



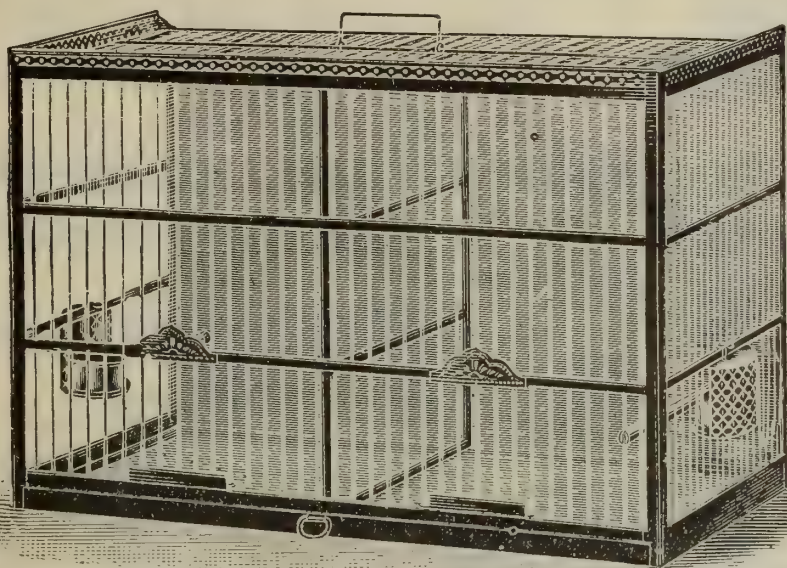
MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

BOOKS FOR HARDWAREMEN

Every hardwareman can get valuable pointers and make his business a more profitable proposition if he will study the experiences of experts who have 'made good.' Our Technical Books for hardwaremen cover a wide range of subjects, among which may be mentioned Metal Working Books, Hardware Window Dressing, Store Business Methods, Paints and Painting, Salesmanship and Sales Plans and Advertising. We have also the very latest books on the plumbing and heating problems.

Technical Books, 143-153 University Ave., TORONTO



JOBBERS

It's time NOW to get ready for spring business.

BREEDING CAGES

are in great demand in the early months of the year—February and March.

BOOK YOUR ORDER NOW

and get prices and information about our other lines of Brass and Japanned Cages for Canaries, Squirrels, White Mice and Rats, Chicken Coops, Parrot Cages—all kinds of small animal cages.

Ask for leaflet showing our line of "MADE IN CANADA" fine polished brass Mission Cages—original in design and unique in effect.

POULTRY BREEDERS.

We have a good proposition to place before you—a scheme for protecting young chicks—from hatching to maturity—against inclement weather, depredating animals, and all dangers incident to young chickhood, at the same time allowing them a grass run, and a normal, healthy outside existence.

WRITE

E. T. Wright Co., Limited
HAMILTON, CANADA

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL; MONTREAL

MANUFACTURERS OF

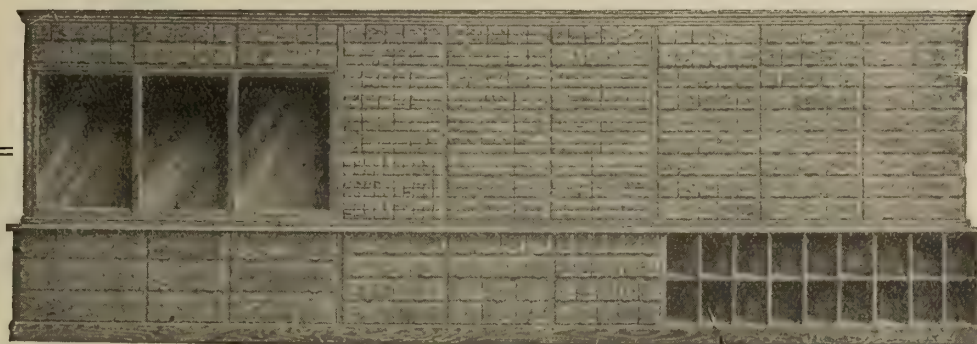
BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL



ATTRACTIVE, CONVENIENT, DURABLE, REASONABLE IN PRICE.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and

shelving, and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

CAMERON AND CAMPBELL, TORONTO

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a **WANT AD.** in this paper



**The fascinating beauty of
RECORD BRILLIANT STEEL RANGES
makes them ready sellers everywhere**

Made of best quality blue polished steel, lined with asbestos mill-board, and reinforced with the finest quality fire-resisting cast iron wherever necessary to protect the steel.

Handsome, high quality nickel trimmings.

Top is made in three sections, removable anchor plate style, heavy and durable, with pouch feed and broiler door.

Fire-box is extra large, with full-size cast iron extension box for burning wood 28 in. long.

Fitted with coal lining and duplex or flat sifting grate, as desired. Door is fitted with oven thermometer.

Let us go into full details with you as this proposition means good profit and universal satisfaction.

Write us now.

The Record Foundry & Machinery Co.
Foundries at **MONCTON, N.B.**

Sales Agencies:—Toronto, 322 Danforth Avenue;
Montreal, 480 St. Paul St.; Winnipeg, 152 Henry
Avenue East; Vancouver, 1230 Hamilton Street.

Talking to the Point—

CLASSIFIED ADS. get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads. are so productive of the best kind of results.

CLASSIFIED ADS. are always noticed. They are read by wide-awake, intelligent dealers, who are on the lookout for favorable opportunities to fill their requirements.

TRY A CONDENSED AD. IN THIS PAPER.

Another GOLD MEDAL for the
"LADDITE"

"SPLENDOR" "AERO-LITE"
 CANADIAN NATIONAL EXHIBITION 1914
STRONGEST AND MOST DURABLE

Samples
 and
 Prices
 Furnished
 on
 Application.

Write
 to-day
 for
 Particulars.



Mantles
 Made and
 Supplied
 for
 OIL
 GASOLINE,
 AIR GAS,
 KEROSENE,
 ACETYLENE,
 and
 LIGHT-
 HOUSES

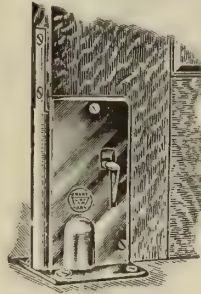
MANUFACTURERS UNDER THE "LADDITE PROCESS"
THE HAMILTON GAS MANTLE CO. LTD.
 18-24 FERGUSON AVE. N., HAMILTON, ONT.

CHICAGO

SPRING BUTTS

TRADE BUILDING

distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



CHICAGO "RELAX" SPRING HINGES

are in great demand. They are substantial in construction and readily applied. The **EXCLUSIVE FEATURE** of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO



NEW YORK



SOME manufacturers in their eagerness to reach the consumer shoot over or under the retailer's head or try to shoot through him. The retailer is getting tired of being shot up. Work **with** him and **for** him and note the difference.



We extend to all our
friends in the trade
Best Wishes for a
Prosperous New Year



TRADE MARK

THE CANADA PAINT CO
LIMITED

PAINT-VARNISH & DRY COLOR MAKERS-LINSEED OIL CRUSHERS

MONTREAL - TORONTO - WINNIPEG - CALGARY - HALIFAX
OXIDE MINES - RED MILL - QUEBEC

One of the most modern factories in Canada
for the manufacture of
Sheet Metal Building Materials

has been completed by us at Sarnia

Our manufacturing and shipping facilities assure highest quality and reasonable prices, and quickest possible delivery.

We'll be pleased to have **Hardware Merchants, Jobbers, Manufacturers, or any one interested**, to send us their inquiries.

KEYSTONE COPPER BEARING STEEL SHEETS AND PRODUCTS A SPECIALTY.

Sarnia Metal Products Co., Limited
SARNIA, CANADA

*Our line consists
of*

Corrugated Iron
Plain Black Iron
Galvanized Iron
V-Crimped Roofing
Metal Siding
Valleys
Conductor Pipe
Eavestroughs
Culverts, etc.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVI.

TORONTO, DECEMBER 26, 1914.

No. 52

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THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, President

H. T. HUNTER, General Manager.

T. B. COSTAIN, Managing Editor.

J. I. CODDINGTON, Circulation Manager.

ESTABLISHED 1887

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HARDWARE AND METAL

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H. M. REID, Eastern Manager.

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CHIEF OFFICES:

CANADA—Montreal, 701-702 Eastern Townships Building; Toronto, 143-153 University Ave., Telephone Main 7324; Winnipeg, 34 Royal Bank Building, Telephone Garry 2313.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director. Telephone, Central 129600. Cable Address: Atabek, London, England.

UNITED STATES—New York, R. B. Huestis, 115 Broadway, N.Y., Telephone Rector 8971; Boston, C. L. Morton, Room 733, Old South Building, Telephone Main 1024. Cleveland.

SUBSCRIPTION PRICE—Canada, Great Britain, South Africa and the West Indies, \$2 a year; United States, \$2.50 a year; Other Countries, \$3 a year; Single Copies, 10 cents. Invariably in advance.



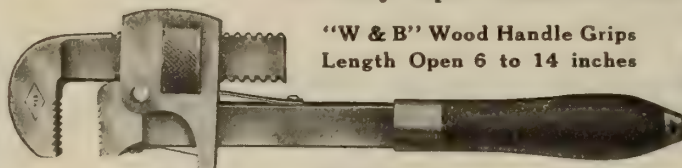
Canadian manufacturers are spending money to create a demand among Canadian consumers for Canadian-made goods—

What are you doing to help the consumer secure the home-made article?

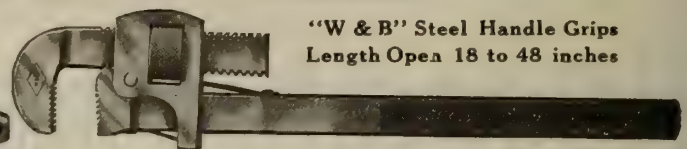
Dominion Cartridge Co., Limited, Montreal

THE "W & B" LINE OF SCREW WRENCHES MADE IN CANADA

The only Pipe Wrenches made EXCLUSIVELY IN CANADA



"W & B" Wood Handle Grips
Length Open 6 to 14 inches



"W & B" Steel Handle Grips
Length Open 18 to 48 inches

"W & B" SCREW WRENCHES MADE IN CANADA

"Railroad Special" Wrenches



This is the strongest and best HEAVY DUTY wrench made. Head and Bar Drop Forged in one piece from selected steel. Extra heavy jaws thoroughly case-hardened. Indestructible iron handle. FITTED WITH "W. & B." EASY ACTING SCREW.

Machinist's Knife Handle Wrenches



This is the best wrench of its type on the market. With the exception of the difference in the handle it is practically the same as the "Railroad Special" Wrench. FITTED WITH "W. & B." EASY ACTING SCREW.

Regular Wrenches



Head and Bar Drop Forged in one piece. FITTED WITH "W. & B." EASY ACTING SCREW and thoroughly seasoned handle.

Adopt this established line as your standard CANADIAN MADE WRENCHES.

Complete information and catalog No. 82 on request.

The Whitman & Barnes Manufacturing Company
ST. CATHARINES, Established 61 Years ONTARIO

HARDWARE AND METAL

Vol. XXVI.

DECEMBER 26, 1914

No. 52

Our Service to Readers During 1914

With This Issue Volume Twenty-six is Completed—What We Have Accomplished and What We Are Going to Do—A Few of the Special Articles.

WITH this issue we complete another volume of Hardware and Metal. During the year drawing to a close we have endeavored to give a service that would keep our readers abreast of the times. For the past twenty-six years it has been the aim of Hardware and Metal editors to make each volume better than its predecessors. We feel that 1914 has been no exception and that we have advanced considerably. The task of editing and publishing Hardware and Metal during the past year has been made pleasant by the assistance rendered by readers, and by the many assurances coming from subscribers who have told us that we have been able to retain their interest, and by the many letters of commendation which have accompanied renewals.

During the year just drawing to a close many events of considerable importance to hardwaremen have transpired, and we have tried to give each problem the attention it desired. Several new features have been introduced during the past year. Among them have been, the introduction of an electro service; showing how attractive show cards can be made from advertisements which appeared in the previous issue; the publishing of advertising suggestions; the department "What Other Hardwaremen Do," was enlarged during the year; the new goods department, current news department were also enlarged considerably. Another important department which shows how the retailers use Hardware and Metal is the "Hardware Letter Box." Hundreds of enquiries accompanied by the names of enquiries have appeared in the "Hardware Letter Box." The inquiries during 1914 came from all parts of Canada and were by far the largest in number that ever appeared in Hardware and Metal, or any other hardware paper that we know of.

During the year a new series of "Practical Problems for Sheet Metal Workers" was started. The articles and

drawings are all by a practical man—an expert in his line—and the articles are all prepared especially for this paper.

During the year we have illustrated and described more window displays, store interviews, systems, etc., than in any previous year. We have endeavored to keep our readers fully posted regarding new methods in window or interior display, new equipment or sales plans.

In every issue during the year Hardware and Metal has given a complete review of hardware and paint markets. Four pages in each issue were devoted to the reviews which gave information regarding supply and demand, changes in lists, discounts or net prices, and commenting on conditions generally as they affect the trade. In addition, we have shown in each issue six pages of current market quotations. These pages are used by retail hardwaremen as a ready reference when checking up enquiries or when in need of a price on goods not carried in stock.

Our current news pages have given each week an extensive list of business changes, new firms, obituary notices, incorporations, fire losses and many hundreds of other news items of general interest to the trade.

In each issue two pages "From the Editor's Viewpoint," appear. On these pages we comment editorially on matters of interest to the trade. The department "What Other Hardwaremen Do," has proven to be very popular and in this department many valuable suggestions have been published for the benefit of our readers.

The Junior Clerk's Page has been devoted largely to articles in which the hardware clerk is interested.

We have during the year published complete and authentic reports of events such as retail or wholesale hardware conventions, staff conventions, etc., and other events of importance to the hardware trade. We have mentioned here only a few of the many features which

are found in Hardware and Metal. During the coming year we are going to introduce a large number of new features, most of which will be entirely new features in hardware journalism. We feel sure they will be appreciated by our readers, and that when we review the year 1915 from the standpoint of this paper we will be able to look back with pride on Volume 27 as being more interesting and practical by long odds than any previous volume.

In addition to the regular departments in Hardware and Metal during the past year we have published many hundreds of special articles. Although we cannot begin to enumerate them all here, we are going to take the liberty of drawing to the attention of our subscribers a few of the special articles which have appeared. This list does not make reference to convention reports, and many other items of a like nature.

JANUARY 3, 1914.

Business Conditions in Canada.
The Inspection of Weights and Measures.
A Review of Financial Conditions in Canada.
The Value of Price Show Cards.
Creating Business During Dull Times.
Show Card Suggestions for Winter Sales.
Keeping the Home Trade at Home.
1914 Outlook in the Paint Department.

JANUARY 10.

Fighting Mail Order Competition.
Amendment to Weights and Measures Regulations.
Using Parcel Post to Get More Rural Business.
Adopt the Attitude of the Spectator.
Presenting Waste of Material in Tinshop.
Methods That Won in an Off Year.
Making Paint Sales in January.

JANUARY 17.

The Problem of Rising Costs.
The Books That a Merchant Needs.
What is the Worth of My Store Front.
A Message to Hardwaremen.
Making Stove Sales After the Rush Season.
Making the Spring Paint Purchases.

JANUARY 24.

Does Your Turnover Warrant Your Rental?
Sales Records for the Clerks.
Using Cement During Winter Months.
Bennett's Big Idea.
Retail Specialization.
Auto Accessories as a Hardware Line.
Fighting Mail Order Houses at Their Own Prices.
A Great Transformation on Canada's Prairie.
The Possibilities in the Paint Line.

JANUARY 31.

Announcement of Rates for Parcels Post.
Hardwaremen Can Increase Sales of Glass.
Progressive Principles of Northern Store.
Retail Hardware Advertising Methods.
The Retail Merchant and the Figure Bogle.
Increased Business \$1,000 a Month.
Scientific Analysis of the Retail Buying Public.
Service the Keynote of Salesmanship.
Paint an All-Year-Round Seller.

FEBRUARY 7.

Making Efficient Salesmen.
A Review of the Stove Situation.
Methods of Doctoring a Sick Business.
The Basis for Judging a Display.
Clerk Now Keeps His Mouth Shut.
Hydro-Radials Are Now Needed.
Dealers Quit Advertising Too Soon.
Lessons That Are Learned From the Inventory

FEBRUARY 14.

Inauguration of the Parcels Post System.
The Nut of the Co-operation Problem.

FEBRUARY 21.

The Future Status of Trade Associations.
Bulk Sales Act Discussed.
A Thorough Analysis of Salesmanship.
The Phantom of Fear.
Weighing Up the Salesmen.
Does Pampering the Public Pay?
British Columbia Dealers Robbed of a Million a Year.

FEBRUARY 28.

Who Owns the Press of Canada?
Keeping Record of Costs in Tinshop.
The Retailer and the Cartage Problem.
The Science of Successful Stove Salesmanship.
Trade Agreements for the Furthering of Mutual Welfare.
Securing the Co-operation of the Painter.

MARCH 7.

Opening Up the Big Housecleaning Campaign.
85% of Failures Due to Individual.
How a Salesman Can Be Most Valuable to Customer and Store.
Keeping a Record of Paint Sales.

March 14.

The Valuable Asset of a Loyal Sales Staff.
A Novel Daily Bulletin Will Attract Trade.
Mail Order Houses and the Newspapers.
Health, Kindness and Courtesy.
Making a Leader of Woven Wire Fencing.
Include Interest on Investment in Overhead.
Push Paint Sundries During Spring.

MARCH 21.

Solving the Problem of Sales Expansion.
A Hardwareman in Foreign Lands.
The Selling Power of a Broad Selection.
How to Arrange a Window Display Background.
The Doorway of Adversity.
Carnival in Mid-Winter Makes Business Hum.
Regulations Governing Sales of Arms and Ammunition in Canada.
Science of Building a Retail Business.
Making Use of New Parcels Post System.
From Millinery Clerk to Steel Magnate.
Why the Advertiser Succeeds.
What One Hardwareman Has Done.
Expanding Sales by Newspaper Publicity.
How Paint Color Cards are Made.
Hints on How to Run a Paint-Up-Clean-Up Campaign.
Paintmanship.
A Message to Young Hardwaremen.
Hints on Retail Stove Selling.
Getting Big Business Out of Little Things.
Reminiscences of Early Days in the West.
Landing Profitable Business for the Tinshop.
Methods That Help to Increase Sales.

MARCH 28.

Progress in Hardware Store Improvements.
Western Merchants on Trail of the Dead-Beat.
Courtesy in Business.
Steady Expansion in a Small Town.
A Waste of Advertising Material.
Credits and Banking.
Prices of Hardware Are Not High.
Complete Canadian Parcels Post Regulations.
A Thousand Miles of Wealth.
Using Show Windows in the Spring Campaign.
Montreal Organizing Clean-Up Paint-Up Campaign.

APRIL 11.

How Can I Start a Campaign in My Town?
Tariff Changes Announced in Budget.
Western Freight Rates Judgment by Board.

The Inside History of a Hardware Business.
In the Name of Rotten Buying—Why?

APRIL 18.

Getting the House Cleaning Trade.
Seasonable Advertising by Hardwaremen.
How Canadian Retail Hardware Firms Feature Hunter Supplies.
Dealers' Profits.
The "Clean-Up and Paint-Up" Campaign.
Where the Individual Can Help.

APRIL 25.

How the Campaign Has Taken Hold in One City.
The Town That Got the New Factory.
How to Keep Mail Orders at Home.
\$10 Samples on Box Fronts in One Department.
Doing Retail Business on a Strictly Cash Basis.
Efficiency of the Individual.

April 25.

Three Window Displays in 16 Foot Front.
New Western Freight Rates Under Analysis.
Selling Paint and Brushes Through Glass.
Getting Business From the Fruit Growers.
Keeping Track of Daily Sales and Stock on Hand.
Dollar Day.
The Third Chapter of Western Growth.

MAY 9.

Modern Equipment to Facilitate Merchandising.
Making a Strong Plea for Price Maintenance.
"Clean Up and Paint Up" Campaigns in Full Swing.
The Supervision of Credit Accounts.

MAY 16.

The Art of Bringing the Public Inside to Buy.
The Retail Handling of Poison Preparations.
Talks of a Self-Made Merchant to his Clerks.
Profitable Publicity for the Retail Hardwareman.
New Canadian Patents.
Making a Strong Plea for Price Maintenance.
Some Things Paint Manufacturers Have Done.

MAY 23.

Increasing Business During a Dull Year.
Standing Up for Your Profit.
False Advertising Made Criminal Offence.
Travelling Salesmen of the Past and Present.
The Art of Commercial Enameling.
A Merchant's Experience With Electrical Devices.
Methods of Showing Wedding Gifts in Store.

MAY 30.

Recollections of a Hardware June.
The Metal Roofing Situation.
Canadian Hardware Firm Wins \$100 Prize.
Going After the Wedding Present Trade.
Building Up a Neglected Paint Trade.

JUNE 6.

What Good Buying Means to a Business.
Stove Demonstrations as an Aid to Sales.
Getting After the Factory Trade.
The Trade Press as an Educator.
The Evils of Price Cutting.
The Evolution of the Scale.
Special Displays for Special Occasions.
The R.M.A. Credit Reporting System Explained.
The Established Business Policy of a Big Firm.

JUNE 13.

Review of the Year by Manufacturers.
Auto Accessories in the Hardware Store.
Self-Propelled Vehicles for Commercial Purposes.
Paying More Than Wages.
Proper Handling and Filing of Correspondence.
Give the Junior Clerk a Chance.
The Country Store and the Farmer.

JUNE 20.

Using a Catalogue in a Retail Hardware Business.
Auto Accessories a Splendid Hardware Line.
Advertising Methods of Retail Hardwaremen.
Score of Experts on Retail Advertising.
Claims Against Transportation Companies.
Aluminum Goods in the Hardware Trade.
Proper Marking of Foreign Goods.
Seasonable Paint Display That Brought Results.

JUNE 27.

The Road to Successful Store Salesmanship.
Aggressive Methods That Create Sales.

Cash vs. Credit in a Country Town.

When Money is Valuable.
Tariff Changes Affecting Canadian Hardwaremen.
Advertising Methods for the Retail Merchant.
Inspection of Arsenate of Lead.
Fable of the Gink Who Wanted a Raise.
Little Fellows and Big.
The Soliloquy of a Shirker.
A Composite's New Dress for Old Ideas.

JULY 4.

A Comparative Census of Store Co-operation.
Shaving Supplies in a Dollar Window.
Team Work by Merchant and Farmer.
Fifteen Cent Display to Secure Ladies' Trade.
Supplying the Needs of Autoists.
Scarcity of Capable Builders' Hardware Salesmen.
Advances Made in Early Closing.
Selling Paint During the Holiday Season.

JULY 11.

The Rotten Retailing of Wire Nails.
Demonstrate Vacuum Cleaners in Window.
The Postmaster General Versus the Merchant.
Why Many Fail in Business.
The Science of Successful Stove Selling.
Out of the Mouths of Babies and Sucklings.

JULY 18.

Adequate Supervision of Furnace Installation.
Selling Hardware and Groceries in Conjunction.
Get Together vs. Price Cutting and Credit Extension.
The Selling of Stoves by Suggestion.
Reminiscences of Fifty Years in Hardware.
Optimists in the Retail Hardware Trade.
Western Observations.
Wall Paper Patterns for 1915.
A Unique Invitation to Paint Men.

JULY 25.

Existing Conditions of Importance to Trade.
The Human Element in a Hardware Store.
The Problems of the Small Retailer.
Present-Day Problems in Builders' Hardware.
The Manufacture of Gas Mantles.
Merchandising Specialty Lines.
The Waste of Valuable Human Material.
An Eye for an Eye and a Tooth for a Tooth.

AUGUST 1.

Catering to the Automobile Owner.
A Window Display Worth Studying.
The Best Window Trim I Ever Had.
The War in Europe.
All Available Space Used to Advantage.
Selling Furniture in a Hardware Store.
Start Something — The Tale of a Merchant Who Tried and Succeeded.
The Necessity of Bonding the Master Painters.

AUGUST 8.

The War and the Hardware Trade.
A "Home Town" Movement.
Contraband of War and Rights of Nations.
Creating Your Own Paint Business.

AUGUST 15.

Quick Change From Store to General Hardware Lines.
Blues Will Be Popular in Fall Wall Paper.
Directions for Conducting Bull's Eye Sale.
Getting the Good Will of the Painter.
Salesmanship vs. Stock.

AUGUST 22.

Let the Watchword Be "Courage With Confidence."
The Fall Store Trade.
Watch Your Credits.
An Exceptional Store Display in a Small Town.
Special Department for Displaying Stoves.
The Biggest Fight Ever Made to Sell a Stove.
Electric Stove Business in Western Canada.
Developing Trade in Electric Stoves.
Displaying Stoves on the Main Floor.
Selling Stoves by Rule of Thumb.
Where Businesslike Methods Secure Business.
Evils in the Heating and Ventilating Trade.
Selling Gas Heaters on Hardware Stores.
Methods of Displaying Stoves at Fall Fairs.
Stove Improvements and Innovations.
The Observations of a Difficult Stove Sale.
Ontario Hardware Store With Many Outstanding Features.
The Hudson's Bay Co. Calgary Store.
Auto Accessories in Western Canada Stores.
Can Retail Hardwaremen Sell Bathroom Fittings?
The Best Thanksgiving Dinner I Ever Had.
When and How to Advertise.

Shaving Accessory Displays Appeal to Men.
Metallic Minerals of Canada.
The Cost of Doing Business.
What Hardwaremen Think of Auto Accessories.
Which Department in Store Neglected Most?
Builders' Hardware in Special Display Rooms.
Scientific Selling of Vacuum Cleaners.
Where All Goods are Prominently Displayed.
Making Claims for Damaged Goods.
A Case of the Stinger Getting Stung.
The Fall is a Good Season for Painting.
An Attractive Paint Department the Year Round.
What is a Moratorium? A Live Question Now.
Retail Hardware Advertising in Small Space.
Canada and the War: Possible Losses and Compensations.

AUGUST 29.

Mixed Farming Pays.
Warehouse and Tinshop in Separate Building.
Paying Accounts Owning in Britain.
Hardware Battleship Popular.
Be Loyal to Your Own Community.
Right Thinking Brings Right Results.
Pushing Paint Sales During Fall.

SEPTEMBER 5.

Brighter Prospects in Business World.
Description of a Model Hardware Warehouse
How Trade is Won in a Western Store.
A Cure for the Price-Cutting Evil.
Opening the Fall Paint Campaign.

SEPTEMBER 12.

Trade Opportunities Created by War.
A Word to Canadian Producers.
The Annual War Against Feathers and Fur.
Panel Effects in 1915 Wall Paper Lines.
Seeking a Market Within the Empire.
The Importance of the Paint Department.
Making the Best of a Narrow Store Front.
Getting a Share of Thanksgiving Trade.

SEPTEMBER 19.

Duty—With Profit.
Is Copy Becoming More Tactful.
Western Merchants Engaged on Big Plan.
Canadian Manufacturers to Make Chemicals.
Why I Should Be Loyal to My Own Community.
The Importance of Showing Paint Brushes.

SEPTEMBER 26.

Good Business in Agricultural Districts.
Mahogany and Plate Glass to Show Athletic Goods.
Urge the Farmer to Settle Up.
Tax on Gasoline.
Hand Forging Defined.
City Ideas in Country Stores.
How the War Affects the Fur Trade.
A Statement From a Farmer.
What "German Trade" Means to Canada.
Showing Paint on Special Occasions.

OCTOBER 3.

Playing the Game—The Hit of the Season.
What Retail Hardwaremen Think of Conditions.
The Cool Weather and the Stove Trade.
Novelty in Sporting Goods Window Display.
From the Customer's Standpoint.
American Railroads Reduce Rates Also.
The Old and New Rates.
Brush Situation in War Time.

OCTOBER 10.

Importance of Having Complete Paint Stock.
Stoves and Credit.
Using Parcel Post.
An Aggressive Move on the Part of a Retailer.
The Mainspring in Retail Stove Selling.

OCTOBER 17.

Opportunities Exist in the Varnish Department.
Getting After Your Dues.
Harvesting a Share of the Sportsmen's Trade.
Cobourg's Wall Paper in Hardware Stores.
The Retail Dealer and His Trade Paper.
Sir George and the Kaiser.
Sustaining Paint Sales.
A Sign of Western Progress.
The Ins and Outs of Commerce—Our Turn In.

OCTOBER 24.

Paint Occupies Most Important Position.
At the Weekly Conference.
War Affects Zinc and Glass Importations.
A Fifty Million Dollar Undertaking.
Suggestions for Seasonable Windows.
Retail Advertising as a Daily Business Food.
Mail Order Stoves.

OCTOBER 31.

Higher Seeds Next Spring.
Ability With Rifle Likely to Become Fashionable.
Retailer's Experience With Window Displays.
Australia Looking to Canada for Supplies.

NOVEMBER 7.

Campaigning Against Professional Peddlers.
Embargo by Canada.
Dominion Charters.
Illegal Coupons and Stamps.
South American Trade.
Ignoring the Retail Merchant.
Secret of an Increase in Turnover of \$133,000.

NOVEMBER 14

Fall and Winter in the Paint Department.
Big and Little Men.
Series of Patriotic Displays.
Methods in Xmas Merchandising.
Cattle Disease and Glass.
Are the Retailers to Blame?
Christmas and the Retail Hardwareman.

NOVEMBER 21.

How Paint Protects Farm Machinery.
Electrical Appliances Solve the Gift Problem.
Show Cards That You Can Make.
Making the Stove Ad. and Window Display Say Something.
Lots of Variety in New Toys for Xmas.
Firearms Are Appropriate War Time Gifts.
Keeping Goods Until Xmas.
Furs and the Fur Market.
The Nickel Question.
Sheffield Cutlery Trade.
Community Habits.
Shaving Accessories as Xmas Gifts.
Arranging the Xmas Window Display.

NOVEMBER 28.

The War's Influence on Export Markets.
How the War Will Affect Xmas Buying.
Rebuilding a Wrecked Hardware Business.
After the War.
Jobbers' Stocks Low.
Patriotism and Giving.
Increase in Acreage.
Information Regarding Peace River District.

DECEMBER 5.

Seeking the Trade of the Carriage Painter.
Different Kinds of Hardware Clerks.
A War Tax and Gasoline.
Used Tables to Show Goods.
Gifts for Autoists.
How Workman Co. Started in Mill Supplies.
Tendencies in Xmas Buying This Year.

DECEMBER 12.

The Linseed Oil and Cake Situation.
Boxes Sold the Goods.
The Value of the Wholesaler of Hardware as a Distributor and Reasons Why He is Essential.
Electricity and the Farm.
Is it Fake Advertising?
Canada Getting Back to Prosperity Built on Right Foundations.

DECEMBER 19.

Christmas Greetings.
Methods in Xmas Merchandising.
Retailers' Relations to New Compensation Act.
The Business Man's X-Ray.
Plate Glass Situation.
Proof of the Drawing Power of a Santa Claus.
Wall Board and Paint for Libraries.

The Warrior King Wood Cook Stove.

R. A. Wells, Dresden, Ont.—Could you kindly inform me, if the Warrior King wood cook stove, No. 9, 1886, is still made by any firm. It was formerly made, I think, by Copp Bros.

Copp Stove Co., Fort William, Ont., can supply fire place parts, covers and centres, only.—Ed.

Manek Bed Pan.

P. I. Bently, Millbrook, Ont.—Can you tell me what firm makes the Manek Bed Pan?

This article is made in Austria-Hungary and we understand the U.S. jobber who formerly handled the line in New York is now unable to get any supplies. J. F. Hartz Co., Limited, of 406 Yonge street, Toronto, have a few still in stock. Ed.

Tarpaulin Covers.

La Societe des Constructeurs-Mecaniciens, Chicoutimi, Que.—Please let us know through Hardware and Metal the makers of tarpaulins or light galvanized sheet coverings to prevent hay from getting wet when in cocks.

D. Pike Co., 123 King street east, Toronto; W. E. Pike, 1468 Queen street, west Toronto; Seythes and Co., 22 Church street, Toronto.—Ed.

Deflector Upright Coal Stove.

Beatty & McDonald, Florence, Ont.—Can you give us the name of the firm that makes the Deflector Upright coal stove.

The Moffat Stove Co., Limited, Denison avenue, Weston, Ont., were the manufacturers and they can supply most of the parts.—Ed.

Vacuum Sweepers

J. L. Demers, Thetford Mines, Que.—Kindly tell me who are the manufacturers of the Acme & Spencer Vacuum Sweepers.

The Acme is made by the Acme Vacuum Cleaner Co., Montreal. The Spencer is made by the Spencer Turbine Cleaner Co., of Hartford, Conn., and their Canadian agents are Bennett & Wright Co., 72 Queen street, east, Toronto.—Ed.

Lumber in Car Lots.

Thos. Steinburg, Marksville, Ont.—I wish to get in touch with furniture factories or small lumber concerns or contractors where I could place a car or two of lumber at a time.

McLagan Furniture Co., Stratford, Ont.; Gold Medal Furniture Mfg. Co., Toronto, Ont.; Toronto Furniture Co. Ltd., Toronto, Ont.; Knechtel Furniture Co. Ltd., Hanover, Ont.; Office Specialty Mfg. Co., Ltd., Toronto, Ont.; Preston Furniture Co., Ltd., Preston, Ont.; Waterloo Furniture Co., Ltd., Waterloo, Ont.; John Hilloek & Son, Toronto, Ont.; Globe Wernicke Co., Stratford, Ont.; Canada Furniture Mfg. Co., Woodstock; Globe Casket Co., London, Ont.

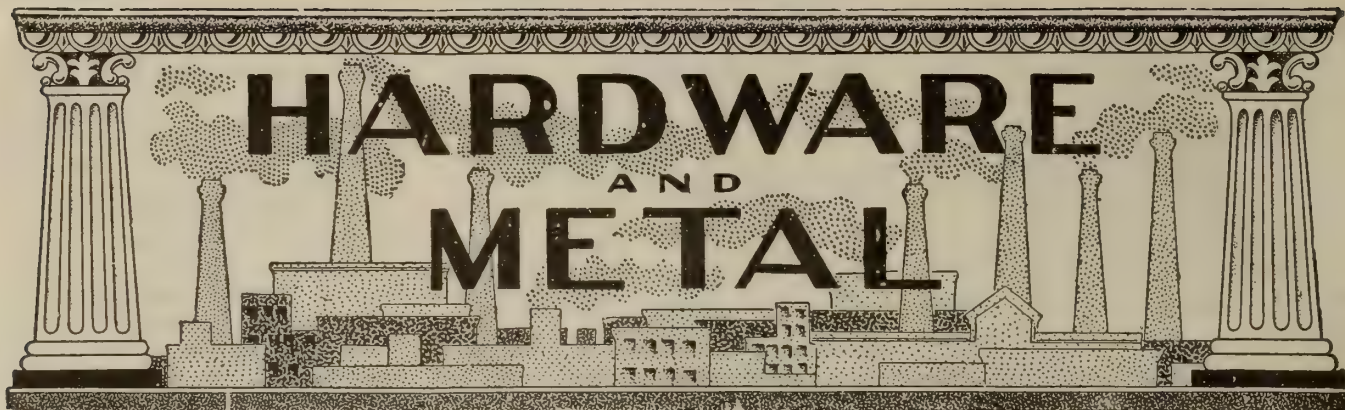
HARDWARE LETTER BOX



The Superior Furnace.

Balmy Beach Hardware Co., Toronto, Ont.—Kindly give us the name of the manufacturer of the Superior Furnace.

Hall, Zryd Foundry Co., Limited, Hespeler, Ont. There is also a Superior furnace made by the Superior Furnace Co., Utica, N.Y.—Ed.



Our Resolutions.

IT is the universal custom to start the new year with a brand new set of resolutions to cover one's future conduct and for guidance in personal, business and spiritual matters. This rule applies to institutions as well as individuals. Even publications indulge in New Year's resolutions and Hardware and Metal is no exception to the rule.

The first resolution that Hardware and Metal has laid down for the new year is to strive to give its readers a more complete service in the future than it has rendered in the past, to cover their needs more fully, to arouse their fullest interest; generally speaking, to be as useful as lies in the power of the trade paper. New features, all of a direct practical nature, will be introduced. Many of our readers have been kind enough in the past to say that the paper has shown steady improvement during all the years they have been reading it. Our aim during 1915 will be to so improve Hardware and Metal that our many readers will feel that it has placed itself on a higher plane of usefulness and interest to the hardware trade. During the past year we have had valuable co-operation from our readers and we ask their co-operation during the coming year. The slogan of the hardwaremen of Canada during 1915 should be: "Let us get together and help each other." Therefore if you have an idea that will help other hardwaremen, send it in. If you have information which would be of interest to the trade, give it to the trade through the medium of Hardware and Metal. If you have a criticism to make, we want to hear it. In fact, we want to hear from every reader often during the year that is ahead.

Let it be one of your resolutions to keep more closely in touch with your trade paper during 1915.

The Future Outlook.

IN our next issue we will present our annual review of business conditions and the future outlook in Canada. During the past week we have been endeavoring to secure the views of prominent men in the hardware and paint trade throughout Canada. We have secured a large number of expressions of opinions on the trade possibilities for 1915.

Owing to the unprecedented situation which exists at present it is very interesting and instructive to hear what many of our leading manufacturers have

to say. We hope to publish an extensive list of opinions in our next issue and we believe that our many readers will be particularly interested in what the manufacturers have to say. We believe it is quite fitting that the "Review of Conditions and the Future Outlook" should occupy a prominent position in the first issue of the New Year.

The Inventory.

NEXT week the annual stock-taking will be in full swing in a great many Canadian hardware stores.

Making the annual inventory is a task which deserves close attention. The merchant can easily deceive himself if the inventory is not properly taken. System is needed, and every merchant should have a system which enables him to take stock systematically, without danger of missing any portion of his stock, or of entering a larger quantity than actually exists. Utmost care should be taken in making the inventory. The dealer is under an obligation to the extent of having it absolutely correct. He owes it to himself and to his creditors.

Liability of Newspapers.

DAILY and trade newspapers quite frequently receive letters in which grave charges are made against certain persons or firms. In some instances the writer wishes them published over an assumed signature. The impression appears to prevail in some quarters that a newspaper can escape the responsibility for publishing statements that may be libelous by disavowing them, or by compelling the writer to sign the letter with his own name. This is a great mistake. The publication of a libel is an offence no matter by whom it may be actually written, and a newspaper is liable in damages to the person libeled and all connected with its publication may be fined or imprisoned or both. All editors know that their refusal to print certain letters may be construed as a desire to shield some person or persons. It has, unhappily come about that a great many persons think every newspaper is influenced by unworthy motives, when they refrain from doing what they are requested to do; but when a newspaper editor or publisher finds himself haled before a court of justice and put to great cost and inconvenience, if not to heavy punishment, he will derive mighty little

satisfaction from the fact that he showed he was not afraid to print things. A libel suit or a libel prosecution is an expensive luxury, and those in the editorial charge of newspapers have to be constantly on the watch to avoid them.

Our Efforts.

ELSEWHERE in this issue we have reviewed some of our efforts of the year just drawing to a close. Our idea in doing this is to demonstrate in a tangible way the real value of a trade paper to a subscriber. There are only a few merchants who will not admit that trade papers have benefited them and helped them to become better merchandisers and better buyers. The up-to-date trade paper helps to keep the merchant and his sales staff abreast of the times. It has been our constant purpose during the year just closing to be of service to our readers and during the coming year we shall endeavor to be of still greater service. Many new features will be introduced during the early part of the New Year—features which we believe will be greatly appreciated by the trade we serve.

Insuring Against War.

A CONSIDERABLE amount of insurance is being placed on the east coast of Canada in order to cover risks from war. It is said that in Halifax policies totaling a million dollars have been placed. The action on the part of Easterners should not cause undue alarm in Canada. The insurance is being placed because it is recognized that attacks from stray German ships although not probable may possibly occur. A bombardment would result in destruction that ordinary fire insurance policies do not cover and in view of the possibility, several business houses have deemed it advisable to cover the risk.

In the policies being issued the covering clause protecting against risk of bombardment reads as follows:—

"This policy is to cover the risk of loss of or damage to the property hereby insured directly caused by War, Civil War, Revolutions, Rebellions, Military or Usurped Power, including the risk of fire or explosion directly or indirectly caused by any of the foregoing.

"No claim to attach hereto for delay, deterioration and—or loss of market or for confiscation or destruction by the Government of the country in which the property is situated.

"Only to pay hereon if not recoverable under any other Policy of Insurance."

The rate at present is one quarter of one per cent. for three months and one half of one per cent. for twelve months. The rate quoted in St. John was one per cent. for twelve months.

War Orders.

THAT at least a few Canadian firms are securing a share of war orders is clearly evidenced by some of the orders recently placed in Canada by the British War Office. An order amounting to

\$50,000 for shovels was recently divided between two Canadian manufacturing firms. About a dozen firms are busily engaged in turning out shrapnel shells. Several knitting factories are working night and day shifts turning out supplies, while shoe factories and tanners have been in many cases worked night and day for some time past.

What the big orders of the British Government for shells made in Canada mean to a large number of Canadian concerns is indicated in an article elsewhere in this issue. It is also pleasing to note that a number of Canadian manufacturing firms have sent selling agents to Great Britain and have actually secured large orders for goods which had formerly been supplied to British firms by the Germans. One order was for the biggest order of marine forgings ever secured by the Canadian firm.

Auto Accessories.

ON several occasions during the year Hardware and Metal published letters from Canadian retail hardwaremen giving their views of auto accessories as a hardware line. In the majority of cases the retailers stated that they were already carrying auto accessories. In a number of cases the retailers were selling automobiles as well. From the views expressed by the retailers one could not help but arrive at the conclusion that the retail hardwareman is or should be the logical distributor of auto accessories. In this connection it is interesting to note the method pursued by a Toledo firm making spark plugs. The firm in question wanted to know what the American hardware trade thought of auto accessories. The firm sent out 265 letters to the various officers and directors of both the National and Retail Hardware Associations of the United States. The letter was in the form of a question asking if they thought the hardware dealer was the logical distributor of automobile accessories. Within a short time they received 144 replies divided as follows: 126 stated that the hardware merchant was the logical man to handle auto accessories; 8 stated it depended upon local conditions; 5 were on the fence and 5 thought the hardwareman was not the logical man to handle automobile accessories. The firm in question was the Champion Spark Plug Co. of Toledo, Ohio, and the answers they received should convince the most skeptical that the retail hardwareman is the logical distributor of auto accessories.

Editorial Briefs.

A HAPPY and Prosperous New Year to all.

* * *

THERE'S money in show cards. Why not use them more?

* * *

START THE new year right by planning an aggressive and systematic advertising campaign.

* * *

TIME TO banish that pessimism habit. A stiff upper lip is more useful in business than a gloomy frown.

SHOW CARDS THAT YOU CAN MAKE

— by R.T.D. EDWARDS —

using illustrations
from last weeks
Hardware & Metal

THIS department, started a few weeks ago, is undoubtedly proving very popular with hardware window trimmers throughout Canada. Nearly every hardwareman realizes that attractive show cards add greatly to the value of a window display, and assist in attracting the attention of the public. Many merchants and window trimmers have in the past been handicapped in securing attractive show cards. The idea prevailed that in order to make an attractive card it was necessary to be an expert with the brush and pen. One of the chief difficulties which presented itself was that of securing suitable illustrations or drawings for the cards.

This department of Hardware and Metal has become popular because, even an amateur card writer, by following out the instructions given, can prepare attractive cards that will help to make a display more attractive and sell more

MATERIALS USED TO MAKE CARDS.

The following materials were used to make the cards featured in this article:

No. 1½ round writing pen,
Ball pointed pen nib,
No. 6 sable brush,
Small sable brush,
Ruler.

Coated White Cardboard.

Black Show Card Ink, for brush use,

Black Carbon Ink for pen work,
Thick Paste.

Scissors.

Rubber.

To make gray paint mix small quantities of the white and black together.

goods. By using illustrations which appeared in last week's issue of Hardware and Metal, the former difficulty of securing illustrations has been overcome. Not only can exceptionally attractive cards be made by the amateur, but they can be made at very slight cost.

In addition to using the cards in window displays, they can be used in the store or in various departments of the store.

The cost of equipment for this class of work is very low, and the work can be done in spare time.

The cards you prepare need not be confined to those offered here as suggestions. These are shown simply to outline how the work may be done.

In every issue of Hardware and Metal there are a great many splendidly illustrated advertisements, any one of which can be made into an attractive display card. In this article three cards are shown.

The illustration on the "Pexto" plier card was taken from the advertisement of the Peck Stow and Wilcox Co., which appeared on page 26 of last week's issue of Hardware and Metal.

The illustration was cut out exactly as it appeared in Hardware and Metal, and was posted on a card, size 11 x 14 inches, in an upright position.

A lead pencil border was first ruled three-quarters of an inch from the edge, and this serves as guide lines to paste on the cut-out.

The trade mark is reproduced by using a single stroke with a No. 6 sable brush. The oval is put on with the same brush, with grey paint dotted with white after the grey dries.

"Pliers" in a fancy upper case letter was made with a stub pen by the outline method, and afterwards filled in. A No. 1½ round writing pen was used for the "italics" lettering at the bottom. The black and grey border lines were made with a small brush.

When advertising any standard-made goods by show card it is always advisable to use their recognized trade mark. The "White" trade mark shown on the "edge tool" card was cut out of the advertisement of the L. & T. J. White Co., which appeared on the front cover of last week's issue of this paper, as also were the two illustrations. In order to make this card, lay the entire card out



77 Years
Experience
Behind Them

An attractive show card suggestion. The illustration appeared in an advertisement in last week's issue of Hardware and Metal.

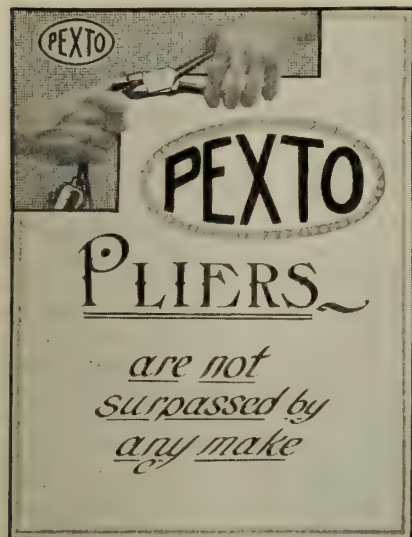


An attractive show card suggestion. The illustration appeared in an advertisement in last week's issue of Hardware and Metal.

before pasting anything on and mark the space where illustrations are to be.

All the small lettering was made with a heavy ball-pointed pen with the one-stroke method. "Edge Tools" is outline work with the same pen.

The size of this card was 10 x 19 inches.



An attractive show card suggestion. The illustration appeared in an advertisement in last week's issue of Hardware and Metal.

To advertise silver-plate ware, you want neat show cards. Straight, neat lines is the main thing.

The three illustrations, which were entirely cut out, must be handled very carefully.

The illustrations used on the "silver-plated ware" show card were taken from the advertisement of the Meriden Britannia Co., which appeared on the inside front cover in last week's issue of Hardware and Metal. After cutting out the illustrations, they were carefully pasted on a card. The words: "Did You Receive Any?" are straight line modern lettering made with a heavy ball-pointed pen.

Care should be taken with the next line, "1847, Rogers Bros.," and the trade mark at the end of the line. The latter is put on with waterproof ink, and afterwards lettered in white with a very small brush. The words "For Christmas" is pen stroke roman lettering. The three lower lines were made with a stub pen.

All rulings, with the exception of the grey lines, are made with a ball-pointed pen. Always be careful to keep all double lines parallel and the same width stroke.

Borden, Man:—Wm. Herman, hardware, has been succeeded by A. Douglas.

Three Important Stages of Merchandising

Buying, Selling and Collecting Are Three Important Stages in Retail Merchandising — They Are Interdependent.

Written for Hardware and Metal by E. Goode.

THERE are three important stages of retail merchandising. In the first place there is the buying—for goods must be well bought. In the second place there is the selling—for no matter how well goods are bought there must be a proportionately good sale, a sale where there is a profit and a satisfied customer too. In the third place there is the collecting—for goods that are not paid for are not well sold. Just at the present time the average retailer will agree that collecting is just as important as the others. The trouble with many merchants is that they pay little attention to the collecting as a factor in the sale. They buy at a certain figure and they sell at a certain figure, and they estimate the proportionate overhead expense; and they then think that they have arrived at a basis of profit. But if the collected price is not equal to the selling price, plus interest and expense of collection, then that selling price cannot be figured as a basis of profit.

Accepting then that the sale is not completed until the retailer has received the actual cash it is on this basis that the merchant must buy. In other words he must make allowance between his buying and selling prices for the cost of collection, for the bad accounts and also he is entitled to make allowance for interest on the outstanding accounts until they are collected as it is only then that he has realized his selling price.

If the merchant carries say an average of ten thousand dollars on his books for a year he should make allowance for this in his buying and selling; his credit business is costing him good interest on this amount. Say at eight per cent. the merchant is paying \$800 the year on his ten thousand dollars of accounts for the convenience and accommodation of his trade. This can be easily estimated—and in many cases it will be found that the amount will be more, rather than less.

When the retailer gives credit he must extend this credit either out of his own funds or he must get a line in return from the wholesaler. When the wholesaler extends credit it is at a price. The wholesaler does not add interest to cover the amount for the time outstanding; he adds the interest in on the sale price. The retailer pays his interest

through not being able to take advantage of discounts.

The moral is to reduce the credits to the minimum and where goods are given on account to make the term as short as possible and insist upon settlement when the time is due. This is not an argument for or against the policy of doing business on a cash basis. That is a subject which has long been argued and will no doubt be argued long into the future. There are many good arguments on both sides. Under the existing conditions the majority of merchants have decided that it is necessary to do a certain amount of credit business and if this credit business is to be done the merchant should remember that it is costing him money and that collections hold an important relation to buying.

The point is one which requires particular attention at the moment. The general business conditions make it necessary for many big wholesale firms to curtail their credits and retailers must do likewise. The wholesaler will find capital dearer and will charge the retailer more for the use of money on his trade account and the merchant must consider this in relation to his own ledger.

This is a time to curtail credits and to put on an energetic collecting campaign; if the merchant finds the money hard to get it is all the more reason that he should have it.

CHRISTMAS WINDOW CONTEST.

We announced in a recent issue of this paper that Hardware and Metal's annual Christmas window display contest would close on December 28. On account of the difficulties which many trimmers have encountered in having photographs taken, owing to dull days and frosted windows as a result of the recent wintry weather, the time allowed for sending in photographs has been extended three days. The contest will, therefore, close on December 31. All photographs must be mailed not later than December 31. Photographs should be addressed to "The Editor, Hardware and Metal, 143-153 University Avenue, Toronto," and marked "For Christmas Window Contest."

The Value of the Wholesaler of Hardware as a Distributor, and Reasons Why He Is Essential*

By Fred. H. Dorn; Fry, Phipps & Co., Boston.

ONE nice day last June I sold the following order, which amounted to some \$95, in a New England city of about 10,000 inhabitants:

- 1/4 doz. ex. shafts for G. S. fixtures 17 in.
- 1 1/4 doz. Sc. doors No. 1914 2-8
- 1/2 doz. Sc. doors 2-10
- 1/2 doz. Sc. doors 3 x 7
- 1-6 doz. Med. Lath Hatchets No. 1
- 1/2 doz. F. P. Lath Hatchets No. 75
- 1 Bailey Plane No. 6
- 1-12 doz. Dis. Hand Saws 8-26 in., 7 pt.
- 1-12 doz. Dis. Hand Saws 26-8 pt.
- 1-12 doz. Dis. Hand Saws 12-26 in., 8 pt.
- 1-12 doz. Dis. Hand Saws 12-26 in., 8 pt.
- 1-12 doz. Dis. Hand Saws 12-24 in., 8 pt.
- 1-12 doz. Dis. Hand Saws 12-24 in., 9 pt.
- 1 1/4 doz. steel square 3B
- 1-12 doz. steel square No. 3
- 1 gro. Warren Sash Fasts No. 2500
- 1 doz. 1-in. Sprayers No. 112
- 1 doz. coppered split rivets asst.
- 1 1/4 doz. Read D. H. Sq. Shovels No. 4
- 1 1/2 doz. Read D. H. Sq. Scoops No. 5
- 1-6 doz. Read D. H. Scoops No. 6
- 1-6 doz. Read D. H. Scoops No. 7
- 1-12 doz. Read D. H. Scoops No. 8
- 1 1/4 doz. Galv. Water Pots 12 qt.
- 1 1/2 doz. Coil Man. Rope 1 1/2 Hoops
- 1 1/2 doz. Blue Ribbon Grass Hoops
- 1 doz. Anti-Sag Sc. door braces
- 1 doz. Wd. Mouse Traps 51X
- 1 1/4 gro. Warren D. C. Gimlets, asst.
- 1 doz. Trojan Mop Sticks
- 1 1/4 doz. Cotton Horse Ties 25
- 1 doz. Iron Shoe Nails 4-8
- 1 doz. Iron Shoe Nails 5-8
- 1 1/2 doz. Irwin Aug. Bits 4-16
- 1 1/2 doz. Irwin Aug. Bits 5-16.
- 1 set Irwin Aug. Bits
- 1 1/4 gro. B. D. Seythe Stone

- 1 doz. Carborundum scythe rifles
- 1 keg wire nails 5d. box
- 1 doz. Pol. Brass Hinges No. 76
- 2 doz. Butts, 731, 2 x 3
- 2 doz. Amer. S. T. Piles 6 in.
- 1 1/2 gro. H. & Eyes 3 in.
- 2 pr. Bommer Spg. Hinges D. A. 3 in.
- 1 1/2 doz. Road Lanterns No. 21
- 100 R. H. Stove Bolts 3-16 x 1 1/2
- 1 doz. Miller Pad Lox No. 21
- 1 1/2 R. P. Ctgs. 22s.
- 1 No. L. P. Blue 1 oz.
- 1 1/2 gro. Arcade Spring Hinges
- 1 doz. Rim Lock 3610 2K
- 1 1/2 doz. H. R. Bbts. 210-3 1/2 in.
- 1 doz. Copper Wire No. 18-1/4 lb.
- 2 pr. com. Ice Tongs No. 2
- 1 1/2 doz. Warren Hammers No. 12
- 1 1/2 doz. Light Strap Hines 10 in.

I took about one and one-half hours to sell above bill, as the buyer was necessarily interrupted waiting on trade, etc. I made three towns and called on four customers that day and regret to say the other bills did not run as heavy as this one.

A perusal of this order shows some 50 items and sizes purchased. The buyer was a good one. He took hold of a \$12,000 stock, which used to be turned one and one-half times and an \$18,000 business done per year. By buying goods of the jobbers as needed, he doubled the business to \$36,000 per year without increasing the stock. He had the original stock right down to \$12,000. Nice work that. I think everyone will admit it. Nothing supernatural about it, however, yet how very few do it. He is located within two days' of jobbing source of supply and makes the jobber carry the stock for him. The order I took was taken on a Wednesday, shipped Thursday and received Friday. A complete shipment was made with the exception of 1 1/4 doz. Cotton horse ties, 25.

I never shall forget the first bill sold this customer. We came to Stillson wrenches. He said, "send me 4-10." I said these came in a box. He replied, "I ordered 4 wrenches." He got them, and at 80 per cent. off my lowest price, too. I merely mention this to state how he made the jobber shoulder the stock. Perhaps "he ran out" of Stillson

wrenches the next Monday. If he did, someone received a mail order. When the "break" in skates came this spring did he have 300 pr. to lose \$300 on? Oh, no, only about 50 pr. He let the jobber carry the skates. Now there has been so much talk about eliminating the jobber and his salesman, let us do so in this transaction. Supposing we and other jobbers were "off the map," how would this purchase have been made by buying direct and to what advantage to the dealer?

In the first place, had this dealer or buyer purchased this bill direct, he would have had to buy from some 36 factories. Very good. Or rather, not very good.

Now let us suppose he goes direct and on this bill of \$95 induces the factories to sell him 10 per cent. less than he purchased of the jobber. I say suppose, because I don't think any factory would handle an order in any such small individual quantities without asking about the same prices a jobber would because the expense of transacting business would increase factory cost of doing business to an abnormal extent. Then again, just fancy asking a factory to deliver 1 doz. Lt. Strap Hinges 10 in., and 2 doz. Butts 3 x 3. I leave the reply to any sensible hardware man.

Nevertheless, this customer promises to cut the jobber and buy this bill direct and save 10 per cent., or \$9.50.

The government usually wants 2c for delivering letters. His first expense would be 36 letters at 2c each or 72c. Then, too, what extra expense would he charge to his store, cost for his time, and the stenographer, stationery, etc.? I'll wager with the hurry-up letters he would have to write the factories, that his postage would be \$1 at least. Stenography, envelopes, paper and postage for checks, for postage of merchandise \$1 or more. Then what shall he charge for the extra bookkeeping? Freight or express on each of these 36 lots would be about 25c each or \$9. Why, hold up: We've used up that 10 per cent. we were going to save buying direct, and more, too. Obviously, to the uninitiated hardware man this method of buying direct won't do. In three days more he might need 58 more

*The National Hardware Association of the United States recently conducted a contest for the best articles written by travelling salesmen, on the subject of "The Value of the Wholesaler of Hardware as a Distributor, and Reasons Why He Is Essential." The contest was participated in very generally by salesmen throughout the country. Five prizes were offered. The subject is one in which Canadian Hardwaremen are greatly interested, and we decided to publish the five prize-winning articles for the benefit of our readers. The 3rd prize article appears in this issue. The 4th prize article will appear next week.—Editor.

of 36 more factories. Then, too, where a jobber delivered this order complete except one item within 2 days, it is doubtful if it would be delivered in 3 weeks (10 times as long) from so many factories.

From the above practical illustration it would seem that this buyer would have considerable hardihood to close all relations with his jobbers and try to buy in this manner, direct. Being a sensible man, he would undoubtedly admit the necessity of a jobbing source of supply and not discontinue it. Someone will say, why don't he buy direct in large quantities and procure delivery? Very well, let's try it on this bill.

Start with 5 doz. Sc. doors, 6 doz. Hatchets, 20 Plants, 6 doz. Hand Saws, 3 doz. Squares, 5 gro. Sash Lifts, 5 doz. Shovels, 1 gro. Mop Stocks, a case of 3 x) Butts, 50 doz. Files. Even then, I'll wager he can't get along without a jobber, though he went to extremes and ran this stock up to \$60,000. What he could do, though, of course, and what thousands do do, would be to maintain jobbing connections and buy what he could direct. Should this be done to any extent, what would be the results? He might and would get some lower prices, but how long would that stock stay at \$12,000? Due to non-proximity to source of supply, a heavier stock would certainly have to be carried, in all probability, \$18,000, turning stock only twice—may turn only one and one-half times. He could not discount his bills, or if he did, more money would have to be put into the business. A storehouse or more stock room would have to be engaged, more insurance, more taxes, more everything. A buyer may be ever so bright, but in quantity buying he is sure to accumulate some sticklers.

Take a business of \$36,000 per year; have purchases 70 per cent. of sales or \$24,000 per year, hardware, paints, oils, etc. Let the buyer go to 2 different jobbers and say—"gentlemen, your accounts have been \$2,500 each per year. I am going to make them \$7,500 each per year, and I want to be used accordingly. When I have competition on an article, I insist on your giving me a price to handle it at a profit." I think he would be very apt to get that price from almost any jobbing house of merit. They could afford to make a price of 5 per cent. above cost on some competitive lines, with the volume of business being handled.

In short, I think he would do much better to concentrate his buying between two jobbers than to make pick-ups of four and buy largely direct. Of course, when a retailer gets up to a \$50,000 or \$75,000 business per year, much direct buying is done. Just the same, I think if one of these large dealers gave a job-

ber an account of \$20,000 per year he would do as well, if not better; storage, taxes, interest, etc., taken into consideration. This is a hard thing to prove without a thorough try-out.

I once figured out a business of \$65,000 per year for a customer who had been a direct quantity buyer. After figuring his sales for a time, to get his average profits, the account was turned over to me, and at our prices he should have received \$5,100 per year out of the business as salary and profits. He would have had more, but he was under some unavoidable handicap. Rather think this is as much as some who buy direct almost entirely get out of a business of this size.

I have used in this illustration a business larger than the average retail hardware business, and it seems to me it is not easy for him to "cut out" the jobber. When it comes to "cutting out" the jobber, in the stores which do a business of \$8,000, \$10,000, \$12,000 and \$15,000 per year, it evidently would be quite a proposition. It always makes me smile to hear customers talk about doing away with the jobber, as they can buy cheaper. Let the consumer go into the largest city retail hardware store, doing say \$200,000 or \$300,000 per year, buying direct entire; ask a price, and my smallest country village customer with \$1,000 stock can equal, and nineteen times out of twenty does equal it every day in the year. That city store has an "overhead." By working together, the jobber and retailer can do a great deal for the good of both. For instance, I wonder at the patience of the retailer with such numbers of salesmen calling. Frequently a customer says good naturedly to me, "I've done nothing but wait on you fellows all day." His time is worth at least \$5 per day. Concentrated purchases would save him 75 per cent. of his time—a handsome figure of some \$1,000 per year. There is too much splitting of accounts among six to twelve jobbers and fifty factory salesmen.

Let a retailer who has been splitting his business up in this way, confine his purchases to two or three good jobbers, and take three hours of his time each day, ordinarily spent waiting on salesmen, and put it to a close scrutiny of business leaks. If I am not greatly mistaken, time spent this way would bring in a handsome return. The collector's account alone seldom gets the attention it deserves with retailers or jobbers either, for that matter.

Another feature jobbers and retailers should "get together" on is too frequent calls of salesmen. Where monthly calls used to be made, and in most cases still are often enough to call on country and distant trade, the intensive methods

generally adopted result in the jobbers' salesmen calling bi-monthly and even weekly. Natural result—smaller bills, increase in number of salesmen and selling expense. Let the retailer send in a few mail orders.

The cry has been raised that the retailer cannot buy as low this way as from the salesman. In reply to this would say that any jobbing house whose customers have not confidence enough to their being "used right" to send in mail orders is not fulfilling its function in business. Successful jobbing houses or salesmen secure business on 98 per cent. confidence. "Soaking" customers on mail orders would be detrimental to this ratio.

A Middle Western jobber's sales manager recently wrote an article stating that jobbing in their section had been so cut up that jobbers' sales force cost ran up to 10 to 15 per cent. on sales. If such is fact, previous recommendation that jobbers and retailers work together and stop "such nonsense" needs strong endorsement in this case, where sales force cost is double what it ought to be.

In such a section, houses off their legitimate territory should be told by the retailers to "heat it"; salesmen should be told and made to call less frequently. This would result in larger and more profitable orders. Such a performance as the above savors of a housewife using \$10 worth of groceries per week and allowing twelve grocers' delivery wagons to call daily. A sensible one would expect to, and probably would pay pretty well for her goods.

Still another thing which the manufacturer, jobber, and retailer should work together on is standardization of price and of jobbers. Who and what shall constitute a jobber?

The retail store has certainly just cause for complaint here. A large store doing \$150,000 to \$200,000 of business per year and having two or three outside men gets on most of the jobbing lists and then on some desirable retail orders, proceeds to cut the price so a smaller concern cannot make a profit against them.

For instance, the other day I tried to sell a certain customer a certain lamp we sold for \$27 per dozen U. D. His competitor, a large semi-jobber and retailer, had evidently been put on the jobbing list by the manufacturer (who, by the way, advertises to protect all parties), because this semi-jobber retailed these lamps for \$2.50, and to stable-keepers in lots for \$2.25 each. A "classy work" this for all concerned. My customer asked me what I was going to do about it. I told him we would report it, but the damage was done. At the outset, the jobber should have been so

(Continued on Page 48.)



New Hardware Goods

Offered Canadian Hardwaremen



JOHNS-MANVILLE ADD NEW LINES.

The H. W. Johns-Manville Company, with Canadian branch at Toronto, Ont., have just announced the addition of two new auto clocks to their line of automobile accessories, one for flush and one for dash board mounting, both embodying the latest approved ideas in auto clock construction in an 8-day fully guaranteed time piece.

These clocks have been designed so



Johns-Manville Auto Clock.



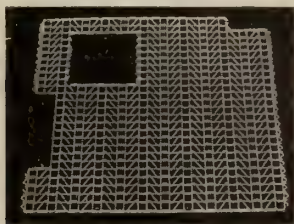
Johns-Manville Auto Clock.

that the mounting screws, winding keys and setting knobs are hidden from view and fully protected; therefore easily cleaned and practically proof against tampering.

The company have also announced that they have concluded arrangements with the National Rubber Co., whereby they become the sole distributors of Tirenex and Narco products.

MOTOR CAR MAT.

Acme Steel Goods Co., Chicago, Ill., are marketing a new product in the form of a motor car mat similar to the one here illustrated. The mat is made



Acme Motor Car Mat for Ford Cars.

particularly for Ford cars and the makers claim that it will not wear out, that it fits perfectly and hugs the floor. The mat is self-cleaning and according

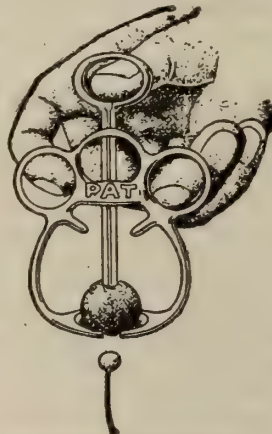
to the makers will not rust. It looks well, is sanitary and economical.

PERFECTION CHERRY STONER

E. T. Wright Co., Limited, Hamilton, are now working on dies for the production of the Perfection Cherry Stoner. This is a very convenient little household article, presenting a cheap and efficient method of stoning cherries. It consists of a light steel frame pressed out in one piece, with two loops for the first

two fingers of the left hand. A cherry is taken by the stem, in the right hand, and laid in a cup-shaped depression in the frame. A plunger, operated by the left thumb, descends and ejects the stone with stem attached, and upon being withdrawn, the cherry, now stoneless, but in perfect shape, is pushed off the plunger and falls into a dish.

It is said that cherries may be neatly



Perfection Cherry Stoner.

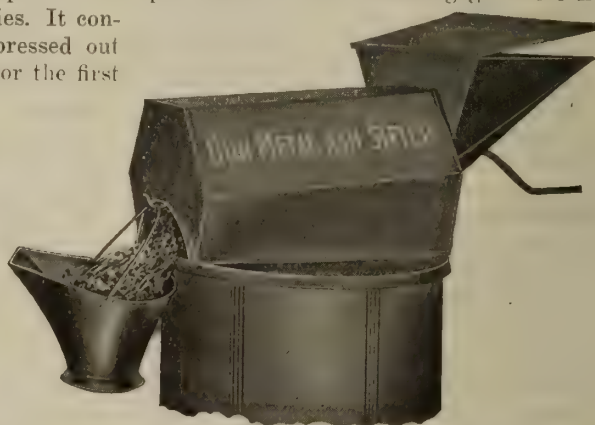
and cleanly stoned at the rate of 60 per minute with this little device.

The makers will have it ready by the 15th January, in ample time for the

trade to prepare for the next cherry crop, and state that it will retail at a price bringing it within the reach of all consumers.

ASH SIFTING GUN.

Gem Stamped Steel Co., Chelsea Station, Boston, Mass., are marketing a new product in their ash sifting gun here il-



Gun Metal Finish Ash Sifter.

lustrated. The makers claim that the new addition to their line of sifters is an innovation in efficiency and a revelation in price. The sifter is made from rust-resisting metal and finished in a gun metal rust-resisting coating. Ashes are dumped into the hopper and after sifting the coal enters the coal hod as shown in the illustration.

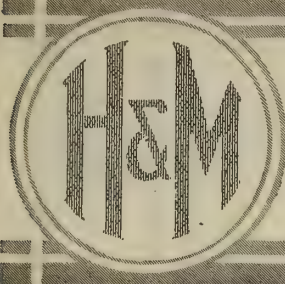


Scroll Saw Design Catalogue.

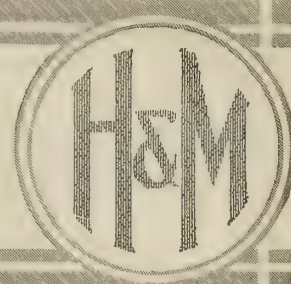
Schroeter Bros. Hdw. Co., of St. Louis, Mo., have just completed a Scroll Saw Supply Catalogue, called "Revised Edition No. 1, 1915," pertaining entirely to scroll saw patterns, wood, moulding, fancy metal box trimmings, scroll saws, lathes, tools, etc.

The edition contains over two hundred miniature illustrations of scroll saw patterns and all the scroll supplies as mentioned above. It is a most complete catalogue pertaining entirely to the scroll sawyer and his needs, in connection with his work.

These catalogues will no doubt be of assistance to many dealers who are now selling scroll or fret saw machines, and wherever the dealer is interested, Schroeter Bros. Hdw. Co. will be pleased to mail catalogue, gratis, to any address.



Junior Clerk's Page



The Problems of the Efficient Sales Clerk

Many Employers Up Against the Problem of
Securing Good Clerks—Get the Clerk Interested

NINE out of ten employers seem to be up against the problem of first of all getting good clerks to work for them, and secondly, keeping them. You may go into most any store and find a clerk and ask the price of an article. He will tell you. Then you ask the price of another brand of the same article. He will tell you that. But if you ask him why there is a difference in price—he won't tell you, and the reason in the main is that he cannot.

Ever since the world was divided into two classes of employer and employed, the relation between the two has been a question of perpetual anxiety. The employer looks about him and gets a clerk. The clerk works well for the first two or three weeks, then he begins to slack off. He has no enthusiasm. He is luke-warm. All he is concerned about is quitting punctually, and getting the right time allowed him for lunch. During the store hours he works, but he works listlessly. There is an old story told of the workman who was knocking a nail into a plank when he heard the whistle blow "five o'clock." So he left the nail half in and half out, dropped his tools, and put on his coat and bolted out of the workshop as quickly as he could. Employer after employer will complain about the same thing. There is a sort of half-heartedness a determination to do only as much as is absolutely necessary, on the part of the clerk in the store.

Well, why? Why does the clerk watch the clock? Why does he slide in at one minute after eight o'clock but never one minute on the other side? Why does he do as little as he dare, instead of as much as he can. There's a reason. The man is not vitally interested in what he is doing. The desire to see the business grow as he works in it and with it has not gripped him.

If there's a reason, there's a remedy. He does not have the encouragement to think for and about the place where he

spends his working hours. One way for him to have that encouragement is by getting hold of the trade journal which concerns itself with the business in which he is engaged. It is a singular thing, but the reading of trade journals by clerks in many cases is unknown. Yet Bacon said that "Reading maketh a full man." If the clerk read his trade journal he would be able to tell his customer why one brand of goods costs more or less than another brand of the same goods. He would know why a shipment of a certain line had not arrived. He could tell you why a certain line was cheaper in Montreal than it was in Toronto. He would be fully alive to the fact that extra competition was in the field, when there was a new entrant, and would redouble his energies on that account. Euclid was the "science of abstract reasoning." What the average sale clerk lacks to-day is the power to reason and the inclination to reason. It is all a matter of lack of training. Trade journals are for the trade, and that includes alike employee and employer. Weekly perusal of the paper which concerns itself with the news and views of the trade with which the clerk is connected will make the clerk one hundred per cent. efficient.

And, making the clerk supremely worth while is primarily a task which is up to the employer. It would pay the average employer to subscribe for a year for each of his clerks to the trade paper which is the organ of the business both he and they are interested in, and have it sent to their home address. It is safe to say that at the end of the first year well over fifty per cent. of the clerks would renew the subscription off their own bat, and keep up a regular and systematic and studious reading of the paper.

Fundamentally, to be as effective in a clerical capacity as the employer is in his capacity, the sales clerk must have the facts. A little knowledge may be a dangerous thing, looked at from one

point of view, but half a loaf is better than none. Knowledge is power. And power in an employee reflects to the credit side of the employer's ledger.

Once you interest the clerk in his business, you have solved the problem of keeping a good man when you have him, and of getting from that man the worth of the pay cheque you hand him. And since business is a partnership of master and man for the time being, the man will find from his side that he daily adds to his worth and effectiveness both to himself and to the man who employs him.



THE SILVERWARE SITUATION.

There is perhaps a general tendency to make the European war a sort of scapegoat for business misfortunes nowadays. Therefore a word of explanation for business dullness which does not accuse the war is in season. The sales manager of a big silver plate manufactory told Hardware and Metal that while his business had been undoubtedly affected during the last six months or so, he did not think that war conditions had very much to do with it. Business was bad, he said, in his line, long before the war broke out. Doubtless the melee in Europe had not changed things for the better, but "Canada was going to have a run of bad business luck, anyway," he said.

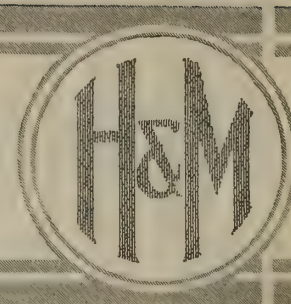
Potash, a necessity to the silverware manufacturer, comes very largely from Europe. So far as the firm in question is concerned, they had a good supply of potash on hand before war conditions made its import an impossibility, and therefore Germany's inability to export won't hurt this company. This seems to be pretty general. Probably Canada will feel the adverse effects of the war a year hence rather than at once so far as imports of various kinds are concerned.

One big concern in this line reports earnings considerably above those of last year. And as regards the sales, they will not show a decrease of more than nine or ten per cent., if that. In view of the adverse conditions which have been existent in Canada during the

(Continued on page 43.)



Current News



Ontario Incorporations.

Canadian Aluminum Goods Supply Co., Ltd., capitalized at \$100,000—head office, Toronto—to manufacture, buy, sell, and deal in goods, wares and merchandise.

Fire Losses.

Fort William, Ont.—Hollenberg Bros., hardware and furniture, have suffered loss by fire.

Move to New Quarters.

Hale Brothers, doing business under the name of Pelton & Sons, 203 St. Nicholas Building, Montreal, who handle flashlights, razor strops, and various other specialties, have moved into larger quarters at No. 412 in the same building.

Dominion Incorporations.

The Star Boiler and Radiator Co., Ltd., head office, Montreal, capitalized at \$200,000, to manufacture and deal in metals, hot water and air furnaces, radiators and apparatus for heating houses, etc.

Canadian Roofing Mfg. Co., Ltd., capitalized at \$100,000—head office, Windsor, Ont.—to manufacture and deal in roofing materials and shingles of all kinds, wall board, building papers, roofing paint, etc.

Personal.

The annual sales convention of the Martin-Senour Co., Ltd., Montreal, which had been called for the 16th, has been postponed until the 28th of the month to allow of the attendance of W. H. Gerke, the general manager of the company, who has been ill.

Friends of W. H. Gerke, general manager of the Martin-Senour Co., Ltd., Montreal, will be glad to learn that his recent operation for appendicitis was entirely successful, and that he has so far recovered that he expects to be able to resume his duties in the course of a few days.

M. F. Irwin Succeeds A. D. Kennelly.

Mr. Kennelly was in the employ of the company for 35 years, and for 25 years of that time he held the position of manager of the Toronto branch.

Mr. Irwin was formerly manager of the St. John branch, and subsequently sales manager at London, Ont. John McClary Gunn will succeed Mr. Irwin as foundry manager, and John McClary

Moore was appointed to succeed Mr. Gunn.

A special meeting of the directors of the McClary Manufacturing Company was held Saturday to appoint a successor to the late A. D. Kennelly, manager of the Toronto branch of the company. W. F. Irwin, manager of the foundry department, was named for the position.

L. R. GREENE RESIGNS.

L. R. Greene, advertising manager for the Sherwin-Williams Company of Canada, Ltd., has resigned his position with the company, to accept a similar one



L. R. GREENE.

with the Tuckett Tobacco Company of Hamilton.

Mr. Greene has been connected with the Sherwin-Williams Company for the past seventeen years, and rose rapidly from a junior position to that of head of the Sherwin-Williams Company of America's Advertising Department, and then when the Sherwin-Williams Company of Canada, Ltd., was formed, he returned once more to his native land, and took charge of the whole of the advertising of the Sherwin-Williams Company of Canada, Ltd., and their subsidiary companies.

Mr. Greene is held in very high esteem by the management and everyone connected with the Sherwin-Williams Company of Canada, Ltd., and on the eve of his departure was presented with a beautiful silver loving cup as a token of the high regard and esteem in which he is regarded by everyone connected with the entire organization.

In the absence of Mr. C. C. Ballantyne, vice-president and managing director, the presentation was made by Mr. J. H. Gordon, secretary-treasurer, who referred in feeling terms to the regret that all felt at losing the valuable services of Mr. Greene, and stated that he carried with him all of their best wishes for his continued success and prosperity.

Travellers Elect Officers.

London, Ont.—At the annual meeting of the Ontario Commercial Travellers' Association held on Saturday afternoon, Hugh H. Rennie was re-elected president over R. E. Davis, following one of the keenest elections in recent years. The gathering was also very large, great interest being shown in the affairs of the association. J. H. ("Tony") Grant was elected third vice-president over Colin Currie.

The officers for the year are:

President—Hugh H. Rennie.

First vice-president—C. W. McGuire (acclamation).

Second vice-president—J. H. Lennox, Hamilton (acclamation).

Directors—Messrs. Morley Adams, Ed. N. Hannah, F. E. Harley, C. H. Firth, Jos. Frezell, George C. English, A. H. Moran.

A Great Year.

President Rennie made a brief address, congratulating the members on the successful year. The finances were in a very healthy condition, and over 500 members were added during the year. He thanked the executive for their support during the past year. The prospects for the future were excellent.

It was decided that all members of the association who go to the war will be kept in good standing by the organization, and in case of death, their mortuary benefits will be paid.

LETTERS TO THE EDITOR

These columns are open to contributions upon any topic of interest to the trade, it being understood that the views expressed are those of the contributors, and do not necessarily imply editorial indorsement. Names of contributors will be withheld, if desired, but name of writer must accompany correspondence as an evidence of good faith.

MADE IN CANADA GOODS.

Editor, Hardware and Metal,
Toronto, Ont.

We hear a great deal these days about being patriotic and buying goods "Made in Canada." While I do not deprecate the statement that there is a good deal to be said in favor of this sentiment, there is, however, something to be said that might stir the Canadian manufacturers to help move the goods from the dealer to the consumer by way of window display, price tickets and other advertising matter such as generally come with American-made products.

The Canadian manufacturer gets behind the protection that the Government gives him in order that he may swell his dividends instead of doing something to assist the dealer in the same way that the American manufacturer does.

I think that the retailers throughout the country will endorse these sentiments.

HARDWARE DEALER,
Chatham, Ont.

* * *

Raymore, Sask., December 16, 1914.

Editor,
Hardware and Metal,

Dear Sir,—In your "Mulum in Parvo" discussion, I noticed that an Ontario Retailer was kicking about some English spading forks which resembled spading forks only in the handle.

I am an admirer of Canadian and American goods, but when it comes to spading forks "Good Lord deliver us."

It has occurred to me that the man who first made these forks in Canada, first manufactured the name and then made the forks to suit, they look for all the world as if they were cut out of spades, and mighty punk spades at that.

Mr. Editor, if you have a back garden and ever have a chance to demonstrate on the English and Canadian forks, for the love of fair play to Old England get out and dig with both of them, and when you get that twisty feeling in the small of the back, I imagine it will come early with you, throw the Canadian production in the scrap heap, I believe you will acknowledge that that is where it belongs, and express the other to me, I'll be glad to pay the express and you will be glad to see the end of both of them.

Yours truly,

ONE WHO HAS USED BOTH.

* * *

THE PRICE-CUTTING EVIL.

Editor's Note.—The following letter has been received from a Western Canadian hardwareman and is self-explanatory. The advertisement referred to was that of a well known western hardware

firm. In the advertisement discounts ranging from 10 per cent. to 50 per cent. were offered on certain lines.

Editor Hardware and Metal,
Toronto, Ont.:

Dear Sir.—

"You cannot get the price unless you have the courage to ask for it."

I quote this from the literature of a large mercantile firm doing business all over the North American continent, the proprietors of which were themselves at one time in the retail trade. Adherence to this principle has apparently won them success beyond their early expectations and now they pass it along gratis to a multitude of patrons. I have read with interest the articles appearing in Hardware and Metal from time to time on price maintenance and particularly that in a recent issue on "price cutting." The department stores have done the hardware merchant a serious injury in cutting and slashing prices and the results will be most disastrous in various ways. The effects of "cut prices" are already being felt and are all the more noticeable owing to the present business depression. First, of all there is the opinion which the public forms in connection with a certain article. A party sees it quoted at a certain price and when weeks later he needs it he walks into the hardware store and expects to get it at the figure advertised by the department store. The price asked of course is higher (there being no sale on), and the customer goes away without it. He tries another store and so on until he finds some one willing to take his figure and failing that he makes up his mind to wait for the next department store sale. My experience is that this sort of thing is happening too frequently and a vast amount of business lost. Hundreds of people come into my store, take a look around at a few things and then leave with the statement that they will "be back to-morrow. To-morrow, of course, never comes. And this is where the dealer is injured. He feels business slipping away from him and the truth is forced on him that he MUST MEET COMPETITION. I herewith enclose an ad. taken from a local newspaper two weeks before Christmas. The firm is a large hardware concern and considered strong financially. The goods advertised are all seasonable and probably would sell anyway, yet two weeks before the holidays they announce a discount ranging from 10 to 50 per cent. off such goods as brass, copper and silverware, plated goods and cutlery. Such large reductions must be due to a fear of the department store, and also to get ahead of the other fellow in the same business. I have no doubt but that in the larger cities ads of this nature are frequent this

year where the department stores are making inroads into the hardwareman's legitimate holiday trade. The trouble has started at the department store, the germs are carried by the public to the smaller stores and at the present time there are indications that there will be panic prices all round.

Occasionally the department stores in the city in which I am located advertise goods at "half price," including such lines as heaters, kitchen utensils, cutlery, trunks and well known lines of hardware. Until recently it was a mystery to me how they did it and why they did it. The principle is wrong, the underlying motive being the greed of gain at any cost. They neither live nor let live. It appears that if the sales of any department falls below the usual figure during any period prices in that department are cut and sales forced in order to have a good cash showing. Costs are apparently disregarded in order that the money may flow in. In this way the heater trade has been completely demoralized in this district. The public takes its cue from the department stores which have been underselling the jobbers. One lady customer after looking over my line of heaters told me a few days ago that I was paying the wholesale house too much for them. This was after I had mentioned to her that I was selling them at little or no profit. A second-hand dealer has also told me that he cannot get a decent price even for a second-hand stove as the people say that so and so is selling new ones for less. Many dealers, as in my own case will be forced to carry over most of their stock as they cannot even get the wholesale price. And it is quite useless to talk quality these days. What the people want is the cheapest that can be had. Money is scarce and many are out of work. Personally, I have resolved to sell goods at a fair profit or "bust." If it is a case of selling at half price in order to meet competition I will try something else for a living and leave the field to the man who can thrive on such tactics. It is a case of the survival, not of the fittest, but of the store which can do the most on the least proportion of expenses. To the department store I would say that any fool can sell goods at half price, but it takes a real live salesman to make a good profit.

Western Hardware Dealer.



THE SILVERWARE SITUATION.

(Continued from page 41.)

Last eighteen months, and the fact that silver plate and sterling are luxuries and not necessities, there is nothing to be pessimistic about, this company thinks.

British Concerns Transfer Orders to Canada

Agent Sent to England Gets Big Orders for Forgings—Interesting Statement by Col. Cantley of How War Orders Are Benefiting Steel Concerns Making Shrapnel Shells, Etc.

WHAT the big orders of the British Government for shells to be made in Canada mean to a large number of Canadian concerns is indicated in a statement to *The Financial Post* by Col. Thos. Cantley, first member of the Shell Committee and vice-president of the Nova Scotia Steel and Coal Co. When the war broke out there were practically no organized facilities in the country for the manufacture of shells. Scotia Steel was the first concern to successfully carry out experiments in the class of ammunition desired, and other steel concerns were not far behind. The result was that an order for 200,000 shells was placed, and this has been increased to 600,000, which means a big expenditure of wages in a large number of plants throughout the Dominion.

In addition to pointing out the fact that the second order from the Government increases the original order to three times the number, Col. Cantley states that it means more in view of the fact that a portion of it is for fixed ammunition, which means that it not only includes the shrapnel shell complete, but also includes the brass cases, cordite and primers, and also the explosives for the shrapnel shell—in short, every part and portion of the completed shell ready for use in the gun.

This fixed ammunition will be entirely a product of Canadian labor and Canadian material, all the components being of Canadian origin, with the single exception of the copper. This will insure the distribution of nearly eight million dollars among the various Canadian engineering establishments.

In connection with this second order, however, Col. Cantley points out that the Shell Committee had to meet a competitive price, the effect of which was to reduce the price for the larger portion of the total.

A favorable feature of the whole transaction is that the great proportion of the cost of the shells is in the labor, which means that there will be a very material benefit in wages. The present order calls for completion by the end of May of next year.

It is also reported that the Shell Committee has been asked to supply 30,000 swords for the Indian army, and that the committee has decided to accept the order. This also means a very important undertaking for Canadian concerns.

Benefits to Scotia Steel.

As an indication of how these war orders are helping the steel industry, the statement of Col. Cantley with regard to Scotia Steel is of interest. He states that there will be no question of the company paying their bond and debenture interest, due January 1st, as well as meeting the sinking fund charges in January.

Scotia has for some weeks been turning out upwards of 3,000 shells per day, and has undertaken to forge and supply to the Shell Committee 4,000 forged shrapnel shell blanks per day.

After German Business.

But the Government orders for ammunition are not all. Indications are that Canadian concerns are not playing the part of the lazy frog, but are willing to help themselves. The Scotia company for some weeks has had a selling agent in Great Britain as the result of which the company has secured the largest order for marine forgings that it has ever handled, running into some hundreds of tons. These cover several complete sets of marine engine forgings, including piston rods, cross heads, crank pins, crank shafts; with a full complement of theurst, tunnel and tail shafts, all of which size for steamers of 10,000 tons and upwards. There is also included in this order a group of other large shafting running into weights as high as twenty tons each. The whole of these forgings are produced from fluid compressed ingots, forged in a big 4,000 ton hydraulic press—the material to meet Lloyds' specification, inspection and tests.

It is significant that these forgings which are now to be turned out in Canada were formerly supplied to the British engineering firms by German steel manufacturers. It speaks much for the enterprise of Canadian concerns that they are endeavoring to get a grip on this business.

To Supply Rolling Stock.

The Eastern Car Company also have a man at present on the continent looking into the question of supplying rolling stock and other railway material to the Allies and it is reported that the prospects in this line are encouraging.

Canadian Pacific Railway, Canada Car & Foundry Co., and Montreal Locomotive Company are other big concerns which

are going extensively into the manufacture of shells to fill the order of the special committee.



NO NICKEL FROM CANADA.

Montreal, Dec. 22.—That the International Nickel Company, the chief source of the world's supply of nickel obtained from Canadian ores, has no European "entangling alliance," and never had any; that it has been and is working in accord with the Imperial and Dominion Government suggestions, and will continue in this harmonious operating relationship; that it has complied with every official requirement designed to keep nickel from reaching the enemies of the allies, and even from neutral nations, since the Imperial and Dominion Governments at the beginning of the war intimated their wishes, was made known here to-day by the issuance of the following:

"To the Canadian public:

"In view of the widespread comment in the Canadian daily and technical press as to the destination of shipments of nickel made and being made by the International Nickel Company and obtained from material of Canadian origin, as well as the references to a European controlling influence in its affairs, the company begs to submit to the Canadian public the following statement of facts:

"1. There is absolutely no influence exerted in the conduct of the affairs of the company, or of any of its subsidiaries, by any European steel manufacturing or similar industry, nor by any individual connected with them, nor by any one of European financial circles.

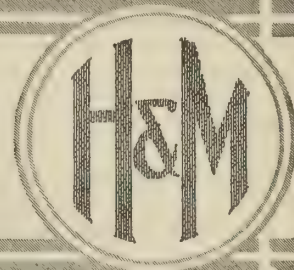
"2. Full information as to the destination of shipments of nickel made by the company has been in the possession of the Dominion authorities since the outbreak of the European war, and they are currently kept cognizant of all exports of nickel, as well as of all local shipments made by the company.

"3. While recognizing that refining at the point of production, that is, the mines, is the ideal condition, economic conditions, seriously affecting cost of production, have dictated the present location of nickel refining, and with the present state of the art, any material change in such economic conditions would react in a manner most detrimental to the Canadian nickel industry. (Signed) The International Nickel Co., A. Monell, president."



Weekly Market Reports

Statements From Buying Centres



The Markets at a Glance.

Retail merchants report that the pre-Christmas rush as usual took place during the first few days of the week. The great bulk of the trade during the past two weeks has been in medium-priced, practical articles. Jobbers received a number of repeat and last-minute orders during the week but otherwise trade was quiet. Travellers in nearly all lines are in until the New Year, and stock-taking will be extensively engaged in during the next two or three weeks. The metal markets are quiet. The usual holiday and inventory time quietness prevails and it is unlikely that there will be any decided change for at least two or three weeks. Quotations are unchanged. The recent heavy snowfalls and continued cold weather have been important factors in stimulating trade in seasonable goods. Trade in the paint markets is quiet, although the outlook for spring is very satisfactory.

MONTREAL.

MONTREAL, Dec. 23, 1914.—The trade busy with the last sorting first half of the week found the orders of the holiday trade. These were indicative of the close buying policy, and the fact that many retailers found themselves short stocked for the final rush of the Christmas buying. This business was particularly good in the city, there being, of course, little time for deliveries of country orders. In the Province of Quebec it is expected that there will be fair holiday business next week also, as the French custom for the most part is to give New Year's gifts rather than Christmas presents. This usually gives a little added life to the after holiday clean-up sales. Outside business has been generally a little quiet, for the reason that most of the travelers are in. Conferences are being held as usual in many of the wholesale houses, and these give an opportunity to size up the general situation. Altogether things are far from cheerless. Building supplies and hardware, contractors' supplies and all construction and much manufacturing material is, of course, quiet, for not only are the operations closed down in many cases, but there are few tenders to give an incentive. On the other hand, however, bookings for spring business in country districts appears to be about the normal; in fact, there are some lines in which the snowing is better than a year ago. In metals, the situation has changed radically during the week. Where there was strength there is now weakness, and there appears to be no explanation. Dealers say

that developments cannot be foretold with any degree of certainty, and it is evident that the speculative influences are very active.

Tin.—The situation became weaker with the end of the week, the influence in the States being selling pressure from London. Some factors are—lower American consumption; larger Indian supplies than anticipated; prospects of interned metal being released, and also that a natural reaction appeared to be due following the rapid and steady advances. The prices here have not changed.

Copper.—The market has become noticeably weak. The factors appear to be that it has been figured that the consumption on this side of the water is falling off, and at the same time the stocks held in Europe are above normal, with the exception of Germany. Prices have not changed, but the tendency is downward.

Solder.—Solder, of course, will follow the tendency of tin, and is somewhat weaker on that account. Prices unchanged—Half-and-half, 22c; wiping, 20c, and commercial, 19c.

Other Metals.—Metals in general are weaker. There appears to be no particular reason, except that the speculative interests have been taking the prices above what is warranted by consumption. Spelter is dull and featureless, but here prices are pretty well maintained at St. Louis, and the market here is steady at 6½c. Antimony is weaker on spot, which has been brought down to about the level of future on the big markets by larger supplies than ex-

pected for ready sale. Here the price continues \$17.50 and \$18, with the former the more general. Babbitt—No. 1, 27c; No. 2, 18c; No. 3, 14c. The lead situation is quiet, without change in prices. Sheet zinc, \$8.75 in casks, and \$9.25 in part casks.

Bar Iron and Steel.—The market continues with weak demands. The consumption of iron is small, but it is hoped in the United States that the recent advance in freight rates may help the railway orders for steel, and this may be reflected here. The base for bar iron is steady at \$2.

Galvanized Sheets.—Coming within the class of construction material there is little demand for sheets at this season, and the outlook is not good.

Nails.—There was some buying on the recent advance, but this appears to have fallen off largely, and the situation is quiet, with the price being firmly maintained.

Iron and Lead Pipe.—Not only is there a lack of demand in this department, such as has made business slow in the heavy metals generally, but in addition the market for the raw material is weak. Prices are easy, but unchanged.

Bolts and Screws.—Demand rather slow, but the prices are steady, and the situation shows little change.

Rope and Twine.—Demand for rope is even a little more quiet, and the consumption of twine is not heavy.

Wire Fencing.—This is one of the de-

MONTREAL QUOTATIONS.

Tin	37c to 38c
Spelter	61½c
Copper	141½c
Lead, Trail, cwt.	\$5.00
Lead, Imported, cwt.	\$5.00
Antimony	17½c
Solder, ½ x ½	22c
Wiping Solder	20c
Aluminum, Ingot	22c lb.
Aluminum, Pattern	23c lb.
Wire Nails	\$2.15 base
Cut Nails	\$2.50 base
Pure Manila Rope	14c base
British Manila Rope	11c base
African Hemp	11c base
Sisal	9½c base
Lath Yarn	8¾c base

partments where the strength of the country business is noted and booking orders for the spring business are still being received, while it is reported that the outlook in general is better than a year ago. This also applies to poultry netting.

Builders' Hardware and Materials.—With the building programmes tied up for the season, and with practically nothing indicated in the way of tenders, this department is very slow.

Stoves and Furnaces.—Conditions are very quiet, but they are usually so at this season of the year.

Kitchen Utensils.—Demand continues fairly satisfactory in the country for the season, but in the cities it is quiet, and this applies to large outfitting orders particularly.

Seasonable Goods.—Besides the city rush to wind up the Christmas trade, there is a fair sorting demand for such seasonable lines as snow shoes, carriage heaters, skates, hockey sticks, etc. In the holiday lines the demand is particularly strong for cutlery and plated ware, with a fair request also for electrical appliances.

TORONTO.

TORONTO, Dec. 23.—The effect of the approaching holiday season is apparent in hardware circles this week. Retailers are doing a brisk business in lines suitable for presents, while in seasonable lines, such as skates, hockey sticks, snow shovels, etc., there is little cause for complaint. Wholesale houses, on the other hand, are quiet, as is usual at this time of the year. Travellers are off the road for the rest of the year, and stocktaking will be the order of the day. A fair volume of orders for spring delivery have been coming in from the country, indicating an optimistic spirit there. There is little demand for builders' hardware, as building is

practically at a standstill. Stoves and furnaces are also quiet; the bulk of the requirements for this season's trade having been filled. The rope and twine market is unchanged and seasonably quiet at unchanged prices. The scrap metal market is stagnant and pig iron is dull. The iron and steel trade is quiet, as consumers are keeping out of the market until the New Year.

Tin.—The tin market is showing a temporary weakness, but not sufficient to affect prices to any marked degree. The tin situation is a strong one, and higher prices have been bid for futures. Tin quotations now range from 35c to 36c per pound.

Copper.—The copper market is firm, but the export situation is still causing a good deal of uneasiness, and is the most unfavorable feature at present. An improvement in the copper market is expected next month. Quotations range from 13 $\frac{3}{4}$ c to 14 per pound.

Lead.—The lead market is quiet and featureless. The price is firm at 5s per pound.

Spelter.—The spelter market is easier, but prices are holding firm at 6 $\frac{1}{4}$ c per pound. The London market is easier and export demand has fallen off.

Solder.—There has been no change in the price of solder, but the demand is light. Prices of solders are given in panel on this page and in the current market quotations.

Other Metals.—Antimony is unchanged at 18c per pound, although the situation has improved and higher prices seem probable. Aluminum is quiet at 22c per pound. The demand for most metals has fallen off this week, as consumers are holding off until next month. Manufacturing interests are quiet, and are keeping stocks as low as possible.

Scrap Metals.—The market is featureless and prices unchanged. Detailed prices are given in the current market quotations.

Bar Iron and Steel.—The iron and steel trade is dull, this being a quiet season. Most consumers are stock-taking, and will not be buying until next month. Prices are firm at \$2 base.

Pig Iron.—The market is extremely dull, and will likely remain in this condition for the rest of the year. Quotations on Hamilton and Victoria brands are unchanged at \$17 per ton.

Wire Nails.—Fair business is being done in wire nails, and prices are firm at \$2.05 base, less 2 per cent. off 30 days. Cut nails are being quoted at \$2.70 base.

Iron and Lead Pipe.—The situation is unchanged, both lines being affected by the dullness in the building trade and industrial situation generally. Lead pipe is firm at 7 $\frac{1}{2}$ c, 5 per cent. off, and waste pipe 9c, 5 per cent. off. Prices on iron

pipe are given in our current market quotations.

Stoves and Furnaces.—The cold weather has stimulated buying to some extent, although the demand has fallen off, as the requirements for the season have to a large extent been taken care of.

Cotton Duck.—There has been a change in the price of duck in standard single filled lines. Price reductions range from 1c to 3c per yard, according to weight. Cheaper cotton is the reason for the reduction. Yarmouth double filled lines are unchanged. Detailed prices will be found in our current market quotations.

Rope and Twine.—There is no change in the situation, and the market is seasonably quiet. Prices are given in current market quotations.

Copper Rivets.—The demand for copper rivets continues active on account of the large Government orders for military saddles and equipments. Prices are unchanged at 35 and 12 $\frac{1}{2}$ per cent., and burrs, 30 and 12 $\frac{1}{2}$ per cent.

LONDON.

LONDON Ont., Dec. 24.—Retailers have been very busy this week. Christmas goods have been moving freely and a large share of this trade is handled by the retail hardwaremen. The recent cold weather and snow has helped business considerably. Manufacturers and jobbers report trade as being quiet. Travellers are now in until the New Year. No price changes of importance have taken place during the week.

Wire and Cut Nails.—The price of \$2.05 base on wire nails reported last week is still in effect, and nails are offered for present or spring delivery at the above price. Cut nails are still quoted at \$2.70 base.

Paints, Glass, Etc.—Linseed oil remains unchanged at last week's quotations, as follows:

	Raw.	Boiled.
1 to 2 bbls. ....	.56	.59
3 to 5 bbls. ....	.55	.58
6 to 9 bbls. ....	.54	.57

Turpentine is quoted in single barrel lots at 68c per Imp. gallon; 2 to 4 barrels, 67c per Imp. gallon; 5-gallon lots, 75c per Imp. gallon.

Glass.—There is a fair demand for glass at the following net prices, which is figured from a basis of 20 per cent. off the present case price.

Up to 25	\$5.20	\$ 6.88
26 to 40	5.60	8.00
41 to 50	5.92	9.36
51 to 60	6.40	9.60
61 to 70	7.00	10.20
71 to 80	7.60	11.08
81 to 85	8.40	14.00
86 to 90 .....	..	15.08
91 to 95 .....	..	15.36

TORONTO QUOTATIONS.

Tin	35c-36c lb.
Copper	13 $\frac{3}{4}$ c-14 $\frac{1}{2}$ c lb.
Lead	5c lb.
Spelter	6 $\frac{1}{4}$ c lb.
Antimony	18c lb.
Aluminum Ingot	22c lb.
Aluminum Pattern	23c lb.
Solder, $\frac{1}{2}$ and $\frac{1}{2}$	22c lb.
Wire Solder	26c lb.
Wiping Solder	19 $\frac{1}{2}$ c lb.
Tinker's Bar Solder	26c lb.
Wire Nails	\$2.05 base
Cut Nails	\$2.70 base
Poultry Netting	50-10-5%
Pure Manila Rope	14c base
British Manila Rope	11c base
African Hemp Rope	11c base
Sisal Rope	9 $\frac{1}{2}$ c base

96 to 100	18.20
101 to 105	25.60
106 to 110	28.80

Cut lights are quoted at 20 per cent. off the pane price list.

Rope, Twine, Etc.—There is little demand for rope and twine. Quotations on rope are as follows:

Pure Manila	14c base.
British	11c base.
African hemp	11c base.

There has been a good demand for cut glass, silverware, pocket and table cutlery, razors, etc., and other lines suitable as Christmas gifts.



NAIL BUSINESS QUIET.

The importance of the building trade as one upon which others depend so vitally is emphasised particularly in war time. Largely owing to the dearth of business among builders, the nail business shows considerable falling-off at present from usual conditions. One manufacturer gives it as his opinion that the demand for nails is about one-half to three-quarters the normal. Naturally, this is a quiet season. It is every year. But with an abnormal number of houses empty in most cities, builders are even more reluctant than most years to put up any more houses, and the nail business suffers in consequence. The market is very open.

Catalogues and Booklets

Ten-Move Selling Plan.

The Boston Varnish, Everett Station, Boston, Mass., manufacturers of Kyanize products have issued an attractive folder featuring their new ten-move selling plan for dealers. The folder outlines an elaborate program of selling helps. A large number of illustrations in colors are shown. Copies will be sent to the trade on request. The company say: Our policy is to tie up to one dealer in a territory and then get behind him and push."

Purvis' Bros.' Calendar

Purvis Bros., Ltd., wholesale and retail hardware merchants, Sudbury, Ont. have issued an attractive 1915 calendar depicting a farm scene.



If there is any branch of work in the handling of your business in which you are yourself deficient, get expert assistance before you lose too much money.

Christmas Window Contest

FOR many years past it has been customary for Hardware and Metal to conduct a Christmas window display contest each year. This contest has become an event of wide interest for all Canadian retail hardwaremen interested in window trimming. The competition has been keen and each year has seen a wider and more representative response, culminating in the big success scored last year. During the last few weeks of December, dozens of photos were received at Hardware and Metal's office. The standard of the displays entered was so extremely high that the comment of one of the judges to the effect that "hardware window trimming has been put on a new plane," was fully justified. The announcement of the awards was eagerly awaited.

In accordance with past custom, two contests will be conducted this year—one for stores in places under 5,000 population; the other for places of 5,000 and over. No restrictions will be set on the style of display or the goods used in the arrangement, except that each window must be arranged with an eye to the Christmas trade. The prizes will be as follows:—

PLACES OF 5,000 AND OVER.

First Prize	\$10.00
Second Prize	5.00
Third Prize	3.00
Fourth Prize	2.00

PLACES UNDER 5,000.

First Prize	\$10.00
Second Prize	5.00
Third Prize	3.00
Fourth Prize	2.00

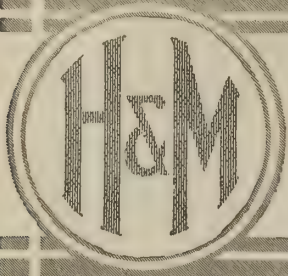
Contestants will note that two fourth prizes are offered this year, and also that the prize money offered in each case is larger than in previous years. The prize winners in last year's contest were: Places of 5,000 and over: First prize—Fred. J. Mills, with Mills Hardware Co., Hamilton, Ont.; Second Prize—Chas. Byford, with Bond Hardware Co., Guelph, Ont.; Third Prize—C. H. Smith, with J. H. Ashdown Hardware Co., Calgary, Alta. Places under 5,000: First Prize—W. S. Petrie, with D. Leckie, Kelowna, B.C.; Second Prize—D. E. Tait, with T. S. Tait & Sons, Campbellford, Ont.; Third Prize—John F. Bingham, with G. A. Binns Hardware, Newmarket, Ont. The following received honorable mention: Jules Gordeau, with J. H. Ashdown Hardware Co., Winnipeg; W. S. Bate, with McLaren Hardware Co., Calgary; L. A. Phaneuf, with South Hill Hardware Co., Moose Jaw, Man.; R. H. Thornhill, with the P. Hymmen Co., Berlin, Ont.; Chas. H. McGibbon, with Peterboro Hardware Co., Peterboro, Ont.; A. L. Shiells, Kincardine, Ont.; H. H. Otton & Sons, Barrie, Ont.; Thos. Houghton, Parkhill, Ont.; J. Sutherland, with the Whitlen Co., Bracebridge, Ont.; Jas. Craig, with Van Tuyl & Farsbank, Petrolea, Ont.; Ted Robert, with B. Carriere & Fils, Hull, P.Q.

Since last year's contest a large number of new window trimmers have developed in the Canadian retail hardware trade and there promises to be keen competition in this year's contest.

The contest closes on Thursday, December 31. No photos received after that date will be entered unless there is proof that they had been delayed in transit.

All matter should be addressed to "The Editor, Hardware and Metal, 143-153 University Avenue, Toronto," and marked "For Christmas window contest."

ARE YOU GOING TO ENTER?



Paint Department



Neatly Arranging the Paint Stock

Stock-taking Time is a Good Time to Make Changes in the Arrangement of the Paint Stock—Proper Arrangement of the Goods an Important Feature.

WITHIN the next few weeks a large number of Canadian hardwaremen will take the annual inventory, including all the departments in the store. The tendency in some cases is to rush the annual stock-taking without paying much attention to the condition of the stock. Stock-taking can be made to serve many useful purposes. Besides showing value of stock on hand and other important information for the dealer, it can also be used to show the condition of the stock. This applies particularly to the paint department.

If a number of labels have become soiled or torn it is only a matter of a few minutes to take a note of the size of the labels and also the numbers. At little or no cost, new labels can be secured from the manufacturer, and when applied to the cans will greatly improve their appearance.

Dusting should also be a feature in the annual stock-taking. Dust will accumulate on the tops of the cans and should be cleaned off. Dustless dust cloths and mops are now used by a good many hardwaremen; these cloths and mops gather the dust instead of scattering it around.

Stock-taking time is a good time to inaugurate any changes which you think advisable to make in the paint department. It may be that a re-arrangement of the goods would make a wonderful change in the appearance of your paint department.

One dealer made a change last year which greatly improved his paint department. Under the old plan of arrangement the large sizes, including gallons and half-gallons, were placed on the top shelves, and the smaller sizes, such as half-pints, pints and quarts, were on the bottom shelves.

The whole display looked top-heavy, and the dealer had the arrangement reversed. The gallon cans were placed on the bottom shelves, and the balance of

the cans were placed on the shelves above, in order of size, the half, and quarter pint sizes occupying the top shelf. The new arrangement looked much better than the old, and the larger cans were much more easily handled on the lower shelf than in their former high location.

Customers visiting the paint department are much more favorably impressed with the importance of the department, if they see the goods in a well-arranged and attractive condition.

Neat arrangement of the paint stock shows that the dealer and his salesmen are alert to the importance of the paint department, which, in reality, is one of the most important in the modern hardware store.

Neat arrangement of the stock not only favorably impresses the customer, but also aids the salesmen in obtaining goods from the shelves quickly, and without keeping the customer waiting. There is nothing more annoying to a customer who has just ordered a quart of paint than to see the salesman moving rows of cans, in order to see if he can find a can of the paint selected.

Customers do not like delay; they like to deal in a store where the salesman can tell at a glance if he has the goods in stock. This can be done, if the paint stock is properly arranged.

It is strange, but true, that very few paint orders are taken over the counter without first showing the customer a can of the paint. Even though the color is not shown on the outside of the can, very often the number only appears, the customer in nearly all cases desires to see a can of the paint.

If the sample can shown to the customer has a clean and attractive label, the customer will make the purchase more quickly than if the label is torn, or discolored or finger marks, etc., a condition often found in paint departments.

In some stores an inventory of the

paint stock is taken every week during the busy season. One firm carrying a \$2,000 stock of paints makes it a point to have the stock taken every week, and two men can take stock of the full line in less than twenty minutes. This can be accomplished on account of the orderly arrangement of the goods, whereby the caller-off can tell at a glance just how many cans there are in each row.

The stock is taken every week in order to prevent loss of sales on account of shortage in any of the lines.

It is the aim of those in charge of the paint department to make as many sales as possible, and to always have a good stock of each color on hand.

In many of the smaller stores the stock is not taken quite as often, but it is important, nevertheless, that the small dealer should also have a complete range of colors in stock, in order to meet the demands of customers, and that the stock be neatly and conveniently arranged.



THE VALUE OF THE WHOLESALER OF HARDWARE AS A DISTRIBUTOR.

(Continued from page 39.)

classified that it would have been impossible for this retail jobber to have procured these lamps at lowest jobbing price, and then go out and cut the retail price to pieces.

Summing up this whole jobbing situation, I can say that in travelling over my route fifteen years, I never knew a retailer to fail because he paid too much for his goods. Nor ever heard of anyone failing for this reason on anyone else's route. A glance at Bradstreet's or Dunn's route. A glance at Bradstreet's or Dunn's reports will affirm this.

Have had customers who did a business of \$15,000 per year and netted yearly \$2,000 to \$2,200, including salary, and in buying seldom asked a price. Have had others who did this amount and always asked and "fretted" over the price of each single item, and never made but a small salary out of it. Was it the jobber's fault? In the midst of all this talk, it must be remembered it is what you get for goods that counts.

MARTIN-SENOUR PAINTS AND VARNISHES

MADE IN CANADA
AS OTHERS SEE US

Being the seventh of a series of letters from Dealer Agents testifying to the gratifying service and satisfaction they derive from the sale of Martin-Senour Paints and Varnishes.

COPY OF LETTER.

Bracebridge, Ont., Nov. 28, 1914.

Messrs. Martin-Senour Co., Limited, Montreal, Que.

Gentlemen,—A page in this month's Paint Salad reminded me of a request we received some time ago for a testimony of our success with the Martin-Senour Products; and I must apologize to Mr. Gerke for my negligence in not replying to his letter. Let me assure you it was truly from neglect and not from any disinclination on our part to state our appreciation of both the Martin-Senour Co., and the Martin-Senour Products.

When we first took the Martin-Senour Agency, some eight years ago, the fire which destroyed our place of business cut short our initial success with Martin-Senour paint; but when we "got going" again, our Paint Department (flying the Martin-Senour colors) has made greater strides, year by year, than any other department of our business. Not only have we sold more paint each year, but we have had increasing paint satisfaction—we have felt that we were giving our customers full value for their money in paint of the highest quality obtainable, and we believe that the Martin-Senour Agency has brought us many new customers.

Although the high Quality of the paint in the can is the main thing, still we feel that the up-to-date advertising methods and the whole-hearted co-operation of The Martin-Senour Co. have had their part in the success which we have had with the Martin-Senour Agency.

Also just a word of appreciation of the personal interest in us and ours which has at all times been shown by Mr. Gerke, Mr. Conover, Mr. Cookson, Mr. Black, and doubtless others with whom the writer is not personally acquainted.

Looking forward to a bigger and better Martin-Senour paint season in 1915, and wishing the Martin-Senour Co. continued success, we remain,

Yours very truly,

(Signed) THE WHITTEN CO., LIMITED.

E. A. Whitten, Mgr.



The **MARTIN-SENOUR** *Co.*
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
CHICAGO MONTREAL WINNIPEG
HALIFAX • LINCOLN • TORONTO



WINDOW

GLASS

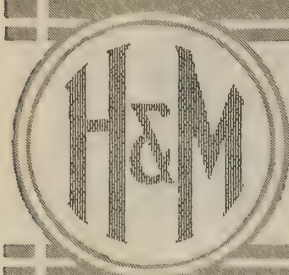
--- a friendly tip ---

Unfortunate Belgium can no longer help supply us.

The shortage means prices will advance steadily. Our stock of all grades is practically complete—but we advise immediate sorting.

A. Ramsay & Son Co.
Montreal

Established 1842



Weekly Paint Markets



MONTREAL.

MONTREAL, Dec. 23.—Good business from the country is continuing right through the holidays, although manufacturing centres are naturally dull. Opinion is expressed in some quarters that it has been the fact that orders have been on the hand-to-mouth basis, which accounts for a demand right up to Christmas. Booking business from the country is fairly satisfactory also, although care and judgment is being generally shown by the trade. Taken altogether, however, the war and the holidays are having their effect. In linseed oil and turpentine the situation continues about the same, but in the trade there is evidently keen competition and some price-shaving going on, which makes it difficult to gauge the market.

Linseed Oil.—Refiners report that there is little change in the situation during the week, although it is to be noted that in the larger markets there is a tendency to take the "bear" view of the Argentine. In the trade the tendency of prices is downward, although the base of the refiners has not changed. Last week, while some dealers had come down to the refiners' level, there were others who were a couple of cents above. This week the base seems to have been struck at 55c for raw and 58c for boiled. In contrast with the conditions indicated the statement is made by one house that they are not seeking oil business owing to the state of the market with regard to futures. Few orders are more than single barrels, and booking is neither being offered or encouraged.

	Raw.	Boiled.
1 to 2 barrels..	55-56c	57½-58½c
Ten-barrel lots	about 2c under.	
5-gallon lots ..	60-61c	62½-63½c
5-gal. cans, 50c each; 10-gal. cans, 75c each.		

Gasoline and Benzine.—The market is reported as pretty rigid, with prices unchanged. There is now good sleighing, and the continued falls of snow are making it increasing difficult for motor service, and this, of course, is cutting off the gasoline demand.

Gasoline.—In drums, 15c gal.; tank wagon, less 100 gals., 14½c gal.; 100-gal. lots and over, 14c. Benzine, in wood, 18½c; in steel, 15c.

Coal Oil.—The shortest days of the year have naturally seen a good demand for coal oil. A slight downward change in the price of the big companies is noted, Canadian being reduced from 14c to 13½c, while American is down from 17½c to 17c.

Turpentine.—The turpentine base has not been changed during the week, but in this department there is evidence of keen competition for business and some price-cutting. While a week ago it was stated some quotations were as much as 5c above the base, now the majority of the quotations are down to 63c, the rock bottom figure, although 65c is also heard. At the same time, it is interesting to note that big supply concerns are charging 63½c, a fractional increase for the week.

½-barrel lots	66c gal.
1-barrel lots	63c gal.
2 to 4-barrel lots	62c gal.
5 to 10-barrel lots	61c gal.

Glass.—There has been no material change in the situation during the week. The market is very firm, and so long as the present conditions continue in Europe the outlook is for higher rather than lower prices. Demand is naturally not heavy, with building programmes closed for the season and few tenders in sight. Putty continues steady.

White Lead, etc.—Lead is firm at the old quotation, \$8.45 and \$8.65 in less than ton lots. So far as chemicals and dry colors are concerned there appears to be nothing new to report.

TORONTO.

TORONTO, Dec. 23.—From now until the end of the year there will be a general quietness in the paint trade. Travellers are off the road and stock-taking will be the principal feature during the coming week. Orders from the country show a favorable condition of affairs but the city trade is quiet. The building trade is very dull and the cold weather has stopped all outside paint work; some interior work is still being proceeded with. There have been no price changes this week with the exception of glue which has advanced 1c per pound. Linseed oil and turpentine are steady but business is dull. The glass situation is practically

the same, but the demand has fallen off. Putty is quiet and Prices firm. Coal oil is moving well and there is a fair demand for gasoline and benzine. Mixed paints and white lead are quiet. Collections are slow.

Linseed Oil. The flaxseed market is firmer in Winnipeg but the price of oil is unchanged and demand light as is usual at this time of the year. Prices are holding firm and are as follows:

	Raw.	Boiled.
Single bbls.	56	59
3 to 5 bbls.	55	58
6 to 9 bbls.	54	57

Turpentine.—The market is featureless and quiet with little business offering. Prices in Toronto are unchanged and are as follows: Single bbls., 68c; 2 to 4 bbls., 67c, per Imp. gallon.

Coal Oil and Gasoline.—The cold weather has stimulated the demand for coal oil, and some nice business is passing. Prices are given in our current market quotations. There is a fair movement in gasoline and benzine, prices being firm at 18½ and 17c per gallon respectively.

Glue.—There is a fair amount of glue being imported from England where prices have been advanced. On this account some lines are 1c per pound higher in the local market. Prices are given in our current paint market quotations.

Glass.—The market is quiet and prices firm. The suspension of building operations has caused a falling off in business. It is believed in some quarters that as soon as trade improves there will be another advance in glass, as at present prices the dealers say there is little margin for them.

Putty.—The market is dull but more or less seasonable. The following prices are for standard putty in less than ton lots:

	Per 100 lbs.
Bulk bbls., 800 lbs.	\$2.40
Bulk drums, 100 lbs.	2.60
Bulk drums, 50 lbs.	2.65
Bulk drums, 25 lbs.	2.70
Bulk drums, 12½ lbs.	2.95
Cased tins, 25 lbs.	2.90
Cased tins, 12½ lbs.	3.10
Bladders, bbl., 400 lbs.	2.90
Bladders, cases, 100 lbs.	3.00
Pure putty, 60c per cwt. advance.	

l'entente cordiale

To King Edward the Seventh is largely due the cordial relationship between France and England.

This bond has been further strengthened in the past few years through the work of King George the Fifth and President Poincare.

So to-day the French and English Allies are fighting shoulder to shoulder on the battlefields of the Old World, and this has brought into closer union the French and English speaking peoples in the New World.

This unity seems a happy portend of the ultimate issue.

The rapidly increasing majority of the people of both French and English extraction throughout Canada, agree that the most satisfactory and reliable paint to use is B-H "English"—the one paint in the white base of which 70% Brandram's B.B. Genuine White Lead and 30% Pure White Zinc *are allied*, ground in pure Linseed Oil, and thinned in more Linseed Oil, Turpentine and Dryer and nothing else. The result is great beauty, brilliancy, covering capacity and durability.

BRANDRAM-HENDERSON LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

A	
ALUMINUM.	
Ingot, 99% pure, lb.	22c
Pattern, lb.	23c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 50; 22 short smokeless, 55 and 5; 22 long rifle, black and smokeless, 40 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Center Fire Pistol Cartridges, 20 and 2½; Center Fire Sporting and Military Cartridges, 10%; Primers, 10 and 2½; Brass Shot Shells 45 and 12; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, and Nitro Club Remington, and "Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 per cent.; "Regal" Dense Smokeless Powder, 30 and 10 p.c. "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 30 days net.

Shot standard, 100 lbs., \$15. 45 p.c.; cash discount, 2 p.c. 30 days; net extras, as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY.

Cookson's or Hal-
lett's 17 50 18 00

ANVILS.

Buckworth, per lb. 0 10½

AUGERS.

Ford's auger bits, 30 and 10 p.c. Irwin's auger, 45 p.c. Gilmour's auger 70 p.c. Rockford's auger, 50 and 10 p.c. Gilmour's car, 47½ p.c. Clark's expansive, 40 p.c.

AXES.

Daisy, doz.	6 25
Cherokee, doz.	8 00
Hand made, doz.	8 00
Model, doz.	8 25
Black Diamond, doz.	9 00
Samson single bit, doz.	9 00
Samson single bit, handled, doz.	12 50
Samson double bit, doz.	12 50
Samson flooring axes No. 2, doz.	9 00
Single bit, doz.	6 75 9 50
Double bit	10 50 12 00
Hunters' Axes	5 00 6 00
"Boys" Axes	5 75 6 50

Bench Axes, Samson.
No. 3, doz., net. 9 00
No. 3, doz., net. 9 30
No. 4, doz., net. 10 25
No. 5, doz., net. 11 50
No. 6, doz., net. 12 00

BABBITT.

Canada Metal Co., Ltd.—Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6 to 60c lb.

Thomas Robertson & Co., Ltd.
—No. 1, 27c; No. 2, 18c; No. 3, 14c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, 2 and 3.

Alonzo W. Spooner, Ltd. — Spooner's Copperline, Tough, Hard, Finest, No. 1 and 2 Nicoluminam grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 50 and 10 per cent. Standard, 60 per cent. Lace leather, per side, \$1; cut laces, No. 1, \$1.25.

BENZINE.	Montreal	Toronto
Single bbls., gal.	0 20	0 18
3 bbls.	0 17½	

BOLTS AND NUTS.

Carriage Bolts (\$1), list, ¾ in. dia. and smaller, 65 and 10 p.c. Carriage Bolts (\$1) list, 7-16 in., 52½ and 12½%. Machine Bolts, ¾ in. dia. and smaller, 70 and 5%. Machine Bolts, 7-16 in. dia. and larger, 60 and 5%. Sleigh Shoe Bolts, ¾ in. dia. and smaller, 62½%. Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½%. Coach and Lag Screws, 75 and 5%. Skein Bolts, 75%. Square Head Blank Bolts, 60%. Bolt Ends, 60 and 5%. Plov Bolts, 55, 10 and 5%. Elevator Bolts, 60 and 5%. Fancy Head Bolts, 50 and 5%. Shaft Bolts (\$3) list, 50 and 10%. Step Bolts, large head (\$3) list, 50 and 5%. Whiffletree Bolts, 50 and 5%. Nuts, Square, 4½c off list. Nuts, Hexagon, 4½c off list. Stove Rods, per lb., 5½ to 6c. Stove Bolts, 80 and 7½%. Tire Bolts, 75%.

BRASS.	Per lb.
Springs, sheets, up to 20 gauge	0 25
Rods, base ½ to 1 in. round 0 22	
Tubing, seamless base	0 24
Tubing, iron pipe size, 1 in. base	0 24
Copper tubing, 4c extra.	

BUTTS.

Plated, bowler barff and nickel, No. 241, 45%. Wrought brass, 45% off revised list. Cast iron loose pin, 60%. Wrought steel fast joint and loose pin, 70 and 5%. Crescent brands, 70%.

BARS (Clothes).

3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

BOILERS (Range).

30-gallon, Standard, \$4.50; extra heavy, \$7.

BOARDS, BAKE.

No.	Per doz.
No. 0, ¾ inch rim, 16x22.	4 25
No. 1, ¾ inch rim, 18x24.	4 75
No. 2, ¾ inch rim, 18x28.	5 25
No. 3, ¾ inch rim, 20x30.	5 90
No. 0, ¾ inch rim, 16x22.	4 60
No. 1, ¾ inch rim, 18x24.	5 30
No. 2, ¾ inch rim, 18x28.	5 60
No. 3, ¾ inch rim, 20x30.	6 30

BOARDS (Ironing).

Size 12x60 ins., doz.	7 20
Size 14x60 ins., doz.	8 40
Folding, 14x93 ins., doz.	16 50

BOARDS (Sleeve).

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50
Folding, without sleeve.	19 00

BOARDS (Wash). Per doz.

Pony	1 20
Crown	2 05
Dandy	2 25
Improved Globe	2 35
Standard Globe	2 45
Neptune	2 45
Original Globe	2 75
Newmarket King	2 75
Jubilee	2 75
Victor (Glass)	3 50
Diamond King (Glass)	3 75
Western King (Enamel)	3 50
Beaver (Brass)	3 50

BRUSHES.

Weighted, 15 lb., per doz.	14 70
Weighted, 20 lb., per doz.	19 90

C

CANS.

Milk cans and pails, 35%. Creamery cans, 35 and 12½%. Railway cans, 40 and 12½%.

Hand, delivery and creamery cans, 35%.

Cream cans, 35 and 12½%; with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Milk can trimmings, 20%.

Common, cork-lined, 3 per cent. Cans, jacketted.

1 gal. jacketted, per doz.	2 70
2 gal. jacketted, per doz.	3 60
3 gal. jacketted, per doz.	4 20
5 gal. jacketted, per doz.	4 60
10 gal. jacketted, per doz.	8 40

CEMENT AND FIREBRICK.

Less than carload lots .. 1 85
Portland, per bbl., carload lots, f.o.b. Toronto 1 55
White Bros. English. 2 00 2 05
"Lafarge" cement, in wood 3 40

Fire brick, Scotch, per 1,000	23 00 28 00
Fire Brick, English.	17 00 21 00
Fire Brick, Am., low 23.00	25 00

Fire clay (Scotch), net ton	6 50
Fire clay, Am., net ton 5 00	10 00

CEMENT (FURNACE).

1½ lb. tins, per doz.	1 00
6 lb. tins, per doz., lb.	0 05
25 lb. tins, per doz., lb.	0 04

CEMENT, ROOFING. Per gal.

Roofing cement (in bbls.) ..	0 17
Cement (in 5 and 10 gals.) ..	0 19
Cement (in 2 gals.)	0 25
Cement (in 1 gal.)	0 30

CHALK.

Carpenter, colored, per gross	0 65 0 80
Carpenters lead pencils, per gross ...	2 40 6 75
Crayons, per gross.	0 20

CHISELS.

Cold chisels, 5x6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50

CHAIN.

Proof coil, per 100 lbs., ¼, \$7.25; 5-16, \$5.10; ¾, \$4.35; 7-16, \$4.05; ½, \$3.80; 9-16, \$3.80; ¾, \$3.65; ¾, \$3.60; ¾, \$3.40; 1, \$3.20.

Electric Weld Coll Chain—BB, 3-16 in., \$9 per 100 lbs.; ¼ in., \$6.25 per 100 lbs.; 5-16 in., \$4.65 per 100 lbs.; ¾ in., \$4 per 100 lbs.; 7-16 in., \$4 per 100 lbs.; ½ in., \$4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., \$11.50 per 100 lbs.

CHURNS.

No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, 16; f.o.b. Toronto, Hamilton, London and St. Mary's, 40 and 10 per cent.; f.o.b. Ottawa, Kingston, and Montreal, 37½ and 10 p.c.

CLEANERS (VACUUM).

Eureka Electric, each	\$35 00
Cadillac Vac. Sweeper	5 50
Cadillac Combin'n Cleaner 6 50	
Cadillac Electric, Model C.	18 00
Cadillac Electric, Model D	20 00

COMPOUND.

Soclean Sweeping.	Per case.
4½ lb. size, 2 doz. in case.	4 50
8 lb. size, 2 doz. in case	7 20
17 lb. size, 1 doz. in case ..	6 75

COPPER.

Casting ingot	Montreal	Toronto
Bars, ½ to 2 in.	\$14 50	\$14 50
Plain sheets, 14 oz., 14x28 in., 14x60 in.	21 00	29 50
Copper sheet, tinned 14x60, 14 oz.	23 50	30 50
Copper sheet, planished, 14 x 60 base	29 00	37 50
Braziers' in sheets, 6 x 4 base	24 00	29 50

CORD (SASH).

No. 5, Special	0 50
No. 6, lb.	0 25½
No. 7, lb.	0 24½
No. 8, No. 9, No. 10, No. 12 0 24	

CRATES.

Humpty-Dumpty, egg, doz.	3 75
Ideal egg boxes, with filler, 12 doz. size, per doz.	3 50

CANADA PLATES.

Ordinary, 52 sheets ..	2 75 3 00
All bright, 52 sheets.	3 85 4 00

Galvanized.
Apollo D. Crown Gorbals

18x24x52 ..	4 45	4 45	4 60
60 ..	4 70	4 70	4 85
20x28x30 ..	8 90	8 90	9 20
20x28x80 ..	9 40	9 40	9 70

M.L.S. and Famous— Per box

I C, 14x20 base	\$7 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	9 50

CHARCOAL TIN PLATES.

Raven and Murex Grades—	
I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	9 50
"Allaway's Best" Standard Quality.	
I C, 14x20 base	4 65
I X, 14x20 base	5 65
I X X, 14x20 base	6 65

CHARCOAL TERNE PLATES.

Dean or I G Grade—	
I C, 20 x 28, 112 sheets	7 40
I X, Terne Tin	9 40

COKES BRIGHT.

Bessemer Steel—	
I C, 14x20 base	4 50
20x28, double box	9 00

CLEVICES.

7½c per lb

CLOCKS, ALARM.

Good Morning, ea.	0 80
Look Out	0 92
Big Ben	2 00
Baby Ben	2 00

CROWBARS.

4½c per lb.

DRILLS.

Bit Stock Drills, 60 and 5 p.c. Wood Drills, 35 p.c. Straight Shank Drills, 50 and 10 per cent.	
---	--

How About After the War?

Are you looking ahead to the inevitable turn of the tide?
Canada is in line for the greatest prosperity of her history,
are you preparing good agency connections with this in
view?

Jamieson's Pure Prepared Paints

Couldn't be better quality nor purer than "pure." Every
can is crammed full of consumer satisfaction—every drop
is real down-right *good* paint.

How about an agency conversation?

R. C. JAMIESON & COMPANY, LIMITED

Established 1858

Montreal

Vancouver

Owning and operating P. D. Dods & Co., Limited

YOUR CUSTOMERS WANT BABBITT METALS MADE IN CANADA

**BABBITT
METALS**

MADE BY
THE
CANADA METAL CO.
LIMITED

Give Excellent Service.



Imperial Genuine
for
Heavy Loads.

Harris Heavy Pressure
for
General Machinery Bearings

WE HAVE EVERYTHING IN METALS
AND EVERYTHING FOR THE PLUMBER.

WRITE FOR CATALOGUE "A"—MAILED FREE.

THE CANADA METAL COMPANY, LIMITED
TORONTO MONTREAL WINNIPEG

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., \$14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

1 C, 14 x 20 base ... 7 00 7 00
1 X, 14 x 20 base ... 8 25 8 25
1 X N, 14 x 20 base ... 9 50 9 50

DUCK.

Yarmouth Double		Standard	
29 in.		Single	
7 oz. ... 0 17½	6 oz. ... 0 11½		
8 oz. ... 0 19½	7 oz. ... 0 13		
9 oz. ... 0 22	8 oz. ... 0 14½		
10 oz. ... 0 24½	9 oz. ... 0 16½		
12 oz. ... 0 29½	10 oz. ... 0 18		
15 oz. ... 0 36½	12 oz. ... 0 21½		
	15 oz. ... 0 29		

Standard, Single Filled, 36-inch.
7 oz. ... 0 17 10 oz. ... 0 23½
8 oz. ... 0 19 12 oz. ... 0 28½

F

FILES AND RASPS. Per cent.
Disston's ... 75
Great Western American ... 75
Kearney and Foot, Arcade ... 75
J. Barton Smith Eagle ... 75
McClellan Globe ... 75
Black Diamond ... 66 2-3
Delta Files ... 65
Nicholson ... 66½
Jovett's (English list) ... 27½
Spear & Jackson (Eng. list) ... 35
Globe ... 75
Hellers ... 70

FITTINGS (IRON PIPE).

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 per cent.

FIXTURES, STAIL. Doz.
Hollow ... 0 81
Solid ... 1 35

G**GALVANIZED WARE.**

Dufferin pattern pails, 50 p.c.
English pattern, 50 per cent.
Galvanized washtubs, 50 p.c.

GASOLINE Montreal Toronto
Single bbls., per bbl. 18½ 18½
Three bbls., and over ... 0 18

GRINDSTONES. Per 100 lbs.
Over 40 lbs. and 2 in. thick 1 25
Smaller sizes extra.

H**HALTERS (SNAP AND RING).**

Jute Rope, ¾-in., per gross 8 00
Jute Rope, ½-in., per gross 10 50
Jute Rope, ¾-in., per gross 13 50
Leather, 1-in., per doz. ... 4 00
Leather, 1½-in., per doz. ... 5 20
Web ... 2 45

HALTERS (SISAL)

¾-in., \$9.00; 7-16 in., \$10.20; ½-in., \$11.40; 9-16 in., \$13.20; ¾-in., \$15.00.

HAMMERS, SLEDGE.

Can., 5 lbs. and over ... 0 06
Masons, 5 lbs. and over ... 0 06
Napping, up to 2 bs. ... 0 09

HANDLES (WOOD).

Axe, No. 3 culls, doz. ... 0 60
Axe, No. 1 hickory, doz. ... 2 04
Axe, 2nd growth, doz. ... 3 00
Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.
Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.
All other ash goods, 40 p.c.
Railroad and navy pick, 25 p.c.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
Hickory cant hook handles, 30 per cent.
Doubletrees, 35 per cent.
Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox, No. 021
B.D. Trolley, doz. pr. ... \$7 50
R. W. No. 117 P.D. Hanger,
full set ... 2 75

R.W. No. 321, per doz. pr. 14 10
Stearns wood track, Special.

Zeuth ... 9 00
Atlas, steel covered ... \$5 25 6 60
Perfect, No. 1 ... 8 50
Perfect, No. 1½ ... 9 50
Perfect, No. 2 ... 10 00

New Milo, flexible ... 6 00
Double strap hang-
ers, doz. sets ... 6 50
Standard, jointed
hangers, doz. sets ... 6 45

Steel King hangers,
doz. sets ... 6 40
Storm King and saf-
ety hangers ... 5 75
Storm King rail ... 4 25

Crown ... 4 55
Crescent ... 7 25
Sovereign ... 6 50

Chicago Friction. Oscillating
and Big Twin Hangers, 5 p.c.
Steel track, 1 x 3-16 in.
(100 ft.) ... \$3 25
Steel track, 1¼ in. ... 4 75

HATCHETS. Samson Samson

Per doz. Shingle Claw
No. 1 ... 13 13 15 10
No. 2 ... 14 20 15 70

HIDES.

Trimmed hides, green 0 12 0 13
Trimmed, green and
partly cured ... 0 12 0 13½
Usual 2 lbs. tare.

Horsehide, with mane and
tail, up to ... 3 75
Sheep skins, up to ... 1 50
Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP

HINGES. Strap. Tee.
4 in., doz. prs. ... \$1 03 \$0 87
5 in., doz. prs. ... 1 25 1 00
6 in., doz. prs. ... 1 35 1 03
8 in., doz. prs. ... 1 84 1 38
10 in., doz. prs. ... 2 24 2 27
12 in., doz. prs. ... 4 03 3 73
14 in., doz. prs. ... 4 59 4 00

Heavy tee and strap discount,
40-10 per cent.

Light tee and strap discount,
70 per cent.

Screw hook and strap hinge—
Under 12 in., per 100 lbs. ... 5 00
Over 12 in., per 100 lbs. ... 4 25

Extra hooks for above, ¾
in., per lb. ... 5½
Extra hooks for above, ¾
in., per lb. ... 5½

Crate hinges and back flaps,
65 and 5 per cent.

Chest hinges and hinge hasps,
65 per cent.

HINGES (SPRING).

Spring, per gross — No. 5,
\$18.00; No. 10, \$19.50; No. 20,
\$8.50; No. 50, \$24; No. 51, \$9.60;
No. 120, \$17.40; offset No. 192,
\$16.80.

Chicago hold back screen door
iron, gross, \$12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000),
45 per cent.

Garden City fire house hinges,
12½ per cent.
"Chief" floor hinge, 50 p.c.

HOES. Grub, 3½-lb., \$4 doz.

HOOKS, GRASS. English
No. 2, per doz. ... 1 60 2 50
No. 3 per doz. ... 1 70 2 90
No. 4, per doz. ... 1 80 3 25

HOOKS, CORN.

Eureka, doz. ... 1 80
Cyclone, doz. ... 2 40
Hoes, corn, doz. ... 4 50

HORSESHOES.

Iron shoes, light, medium and
heavy, No. 2 and larger, \$3.90;
No. 1 and smaller, \$4.15; snow
pattern, No. 2 and larger, \$4.15;
No. 1 and smaller, \$4.40; "X.L."
steel shoes, new light pattern, 1
to 6, No. 2 and larger, \$4.35; No.
1 and smaller, \$4.00; "X.L." steel
shoes, feather weight pattern, all
sizes, No. 0 to 4, \$5.75; special
countersunk steel, all sizes, 0-4,
\$6.25; toe weight steel shoes, all
sizes, No. 1 to 4, \$6.75. F.O.B.
Montreal.

Toecalks Standard, J. P. & Co.,
"Blunt" No. 1 and smaller, \$1.50;
No. 2 and larger, \$1.25; "Sharp,"
No. 1 and smaller, \$1.75; No. 2
and larger, \$1.50 per box. Put
up in 25-lb. boxes.

HOSE, LAWN.

Competition ... 70 10 p.c.
Corrugated, 1½ in., ft. ... 0 11
Corrugated, ¾ in., ft. ... 0 14½
Cable, 70 per cent.
Leader, 60 and 10 per cent.

I**IRON AND STEEL.**

Montreal Toronto
Angles ... base 2 50 2 50
Common bar, per
100 lbs. ... 2 05 2 00
Forged iron, per
100 lbs. ... 2 30 2 35
Refined iron, per
100 lbs. ... 2 40 2 40

Horseshoe iron, per
100 lbs. ... 2 40 2 40
Mild steel ... 2 25 2 00
Sleigh shoe steel ... 2 25 2 25
Domestic ... 2 30 2 20

Reeled machinery
steel ... 2 75 3 00
Tire steel ... 2 35 2 20
Sheet cast steel ... 0 15 0 15
Toe calk steel ... 3 10 3 15

Mining cast steel ... 0 07½ 0 07½
High speed ... 0 65 0 65
Cammell Laird ... 0 15
Black Diamond tool
steel ... 0 08½ 0 08½
Silver tool steel ... 0 13½ 0 13½

Cold Rolled Shafting.
9-16 to 11-16 inch ... 0 06
¾ to 1-7-16 in. ... 0 05½
1-7-16 to 3 inch ... 0 65

Montreal 40%, Toronto 40%.

IRON, TINNED.
72x30 up to 24 gauge, case
lots ... \$ 9 50
Less than case, 25c per 100 lbs.
72x30 up to 26 gauge, case
lots ... 10 00
extra.

IRONS (SAD).
Mrs. Potts, No. 55, polished,
per set ... 0 78
Mrs. Potts, No. 50, nickel-
plated, per set ... 0 85
Mrs. Potts, handles, japan-
ned, per gross ... 9 00
Sad irons, common, plain ... 5 00
Sad irons, common, plated ... 5 50
Asbestos, No. 70, per set ... 1 50
Asbestos, No. 90, per set ... 1 20
Princess Electric, each ... 3 00
Ideal Electric, each ... 2 85
Gasoline Sad Iron, each ... 3 50
Ideal Gasoline, each ... 3 25

LADDERS, ETC.
(Step Ladders).
Shelf-lock ... 12c ft.
Ontario ... 16c ft.
Faultless ... 20c ft.
Extra Heavy ... 28c ft.
Hercules ... 23c ft.
Decorator ... 18c and 20c ft.
Perfect ... 22c ft.
Chair Ladders, each ... \$2 00

(Roped Extension).
20 ft. ... \$3 00 42 ft. ... \$ 7 95
22 ft. ... 3 30 44 ft. ... 8 36
24 ft. ... 3 60 46 ft. ... 8 74
26 ft. ... 3 90 48 ft. ... 9 12
28 ft. ... 4 20 50 ft. ... 9 50
30 ft. ... 4 50 52 ft. ... 11 44
32 ft. ... 4 80 54 ft. ... 11 88
34 ft. ... 5 78 56 ft. ... 12 32
36 ft. ... 6 12 58 ft. ... 12 76
38 ft. ... 6 46 60 ft. ... 13 20
40 ft. ... 6 80

(Common Extension).
20 ft. each ... \$2 60
22 " ... 2 86
24 " ... 3 12
26 " ... 3 38
28 " ... 3 64
30 " ... 3 90
32 " ... 4 16
34 " ... 4 40
36 " ... 4 60
38 " ... 4 80
40 " ... 5 00
42 " ... 5 20
44 " ... 5 40
46 " ... 5 60
48 " ... 5 80
50 " ... 6 00
52 " ... 6 20
54 " ... 6 40
56 " ... 6 60
58 " ... 6 80
60 " ... 7 00
62 " ... 7 20
64 " ... 7 40
66 " ... 7 60
68 " ... 7 80
70 " ... 8 00
72 " ... 8 20
74 " ... 8 40
76 " ... 8 60
78 " ... 8 80
80 " ... 9 00
82 " ... 9 20
84 " ... 9 40
86 " ... 9 60
88 " ... 9 80
90 " ... 10 00
92 " ... 10 20
94 " ... 10 40
96 " ... 10 60
98 " ... 10 80
100 " ... 11 00

(Common Single).

Fruit picking ladders, long
nose, same price as common
22 ft., each ... 2 64
16 ft., each ... 1 76
14 ft., each ... 1 54
12 ft., each ... 1 20
single ladders; sort nose, 1c per
18 ft., each ... 1 96
20 ft., each ... 2 40
foot additional.
8 ft., each ... \$0 80

LANTERNS. Per doz.
Banner Buggy ... 10 75
Banner Junior ... 11 75
Trulite ... 7 00
Wrightlights ... 7 00
Beacon ... 7 00
No. 2, or 4, plain cold blast ... 7 00
Short globe, pattern ... 7 00
Cold blast, japanned ... 7 00
Brass, well japanned ... 9 25
All brass ... 24 00
Little Bobs A.C., doz. ... 1 90

LANTERN GLOBES.
Cold blast, short ruby ... 1 75
Cold blast, common ruby ... 1 60
Cold blast, short ... 0 65
Cold blast ... 0 50
Prism globes ... 1 20

LATCHES (YALE, NIGHT).
No. 26, per doz. ... \$ 3 30
No. 34, per doz. ... 11 80
No. 34X, per doz. ... 11 80
No. 37, per doz. ... 13 40
No. 042, per doz. ... 15 25
No. 42, per doz. ... 16 25

LATHS (METAL). Per sq. yd.
26-gauge, painted metal lath 0 10
24-gauge, painted metal lath 0 13
23-gauge, painted metal lath 0 15
24-gauge, galv. metal lath ... 0 17
32-gauge, galv. metal lath ... 0 19

LEAD. Montreal Toronto
Trail, 100 lbs. ... 500 5 00
Lead Wool, 8c lb.
Sheets, 2½ lb. sq. ft. 7 50 7 50
Sheets 3 lb. sq. ft. 6 75 6 75
Sheets, 3½ lb. sq. ft. 6 62½ 6 60
Sheets, 4 to 6 lbs. sq.
ft. ... 6 50 6 50
Cut sheets, ¼c per lb. extra.
Cut sheets to size, ¾c per lb. extra.

LEVELS. Per doz. Rabone's.
1369x12, Boxwood ... 4 00
1626x9, Walnut pointed ... 4 50
1628x12, Rosewood ... 7 50
104x24, Triple stock (net) ... 21 00
104x27, Triple stock (net) ... 22 00
104x30, Triple stock (net) ... 23 15

LINES, PLOUGH.
Russia snap, per gross ... 33 00
Indian snap, per gross ... 27 00

MACHINES (WASHING). Each
Canadian ... \$ 5 00
Dowswell ... 5 00
Hamilton ... 5 75
Re-Acting ... 7 50
Snowball ... 8 00
Noiseless ... 8 25
Sunlight ... 8 75
Momentum ... 8 75
New Century, style "A" ... 9 00
New Century, style "B" ... 10 00
New Century, Power, style
"D" ... 24 00
New Idea, style "B" ... 11 00
Playtime, engine drive ... 11 00
Ideal Power ... 16 00
Seafoam, electric ... 60 00
Seafoam, engine drive ... 25 00
New Idea, electric ... 80 00
Sunshine ... 4 50
Popular, No. 1 ... 5 25
Economic ... 6 00
Champion ... 9 00
Excell-All ... 11 00
Blue Bell, without stand ... 9 00
Puritan Water Motor, com-
plete ... 16 00
Hydro, One Tub, engine
drive ... 26 00
Discount 25%. Freight equal-
ized with Montreal, Ottawa,
Toronto, Hamilton, Kingston,
London and St. Mary's on ship-
ments of quarter dozen and up-
wards.
Stephenson Washers, \$6 net.



MINERVA PAINTS

COVER
BETTER

WEAR
LONGER

MINERVA PAINTS

Made in Canada for Canadian Trade

PINCHIN-JOHNSON & CO. of Canada is now owned entirely by Canadian capital, and managed by Canadians. Buy MINERVA PAINTS, and keep your money circulating in the Home Market, thereby aiding Home Industries and assisting general prosperity.

Minerva Paints Have Made Good

WHY?

- 1st: Quality; Absolutely Dependable
- 2nd: We have and will always stand behind MINERVA PAINT PRODUCTS
- 3rd: Advertising and Selling help; applied in DIRECT SUPPORT OF MINERVA AGENCIES—IT BRINGS RESULTS. ASK ANY MINERVA AGENCY.

1915 Minerva Paint Proposition Is Out

It's a real Profit Producer—You cannot afford to overlook it.

When will it be most convenient for the MINERVA PAINT MAN to call and show you how your paint profits can be increased?

Pinchin-Johnson & Co.

OF CANADA

Paint, Color and Varnish Manufacturers

377-387 CARLAW AVE.

TORONTO, CANADA

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QUALITY—EFFICIENT SERVICE



MALLETS.		Per doz.
Tinsmiths', 2½ x 5½ in....	1 65	
Carpenters', round hickory. 1 95		
Lignum Vitae, round, 5 in. 2 40		
Caulking, No. 8, oak.....	15 00	

MANGLES.		Per doz.
Victor, each	\$14 25	
Woodvatt, each	6 60	
MIRRORS, FRAMED.		Doz.
Size glass, 4 x 6.....	1 00	
Size glass, 5 x 7.....	1 25	
Size glass, 6 x 9.....	1 60	
Size glass, 7 x 9.....	1 75	
Size glass, 8 x 10.....	2 00	
Size glass, 9 x 12.....	2 60	
Size glass, 10 x 14.....	3 10	
Size glass, 10 x 17.....	3 75	

MOPS.		Per doz.
Mops, O-Cedar, doz.....	\$12 00	
S. W. Mops, doz.....	3 25	
New Wizard, small, doz....	8 00	
New Wizard, large.....	10 00	
Mop sticks, doz.....	1 10	
Cast head mops, doz.....	1 35	
Crescent, doz.....	1 50	
Crank wringing, doz.....	4 75	
Extra Cloths.		
Challenge, doz.....	2 10	
Woven, cloths, doz.....	1 35	

NAILS.		Per box
Standard steel wire nails.		
Toronto, \$2.05 base; Montreal.		
\$2.15 base; London, \$2.05 base.		
Cut nails — Montreal, \$2.50;		
Toronto, \$2.70; London, \$2.70.		
Miscellaneous wire nails, 75%.		
Coopers' nails, 33 1-3%.		
Pressed spikes, ¾ diameter,		
per 100 lbs., \$3 base.		
NAILS (HORSE SHOE).		
Capewell.....		
No. 4, in 25-lb. box.....	\$3 75	
No. 5, in 25-lb. box.....	3 75	
No. 6, in 25-lb. box.....	3 50	
No. 7, in 25-lb. box.....	3 25	
No. 8, in 25-lb. box.....	3 25	
No. 9, 10, 11 and 12, in 25-		
lb. box.....	3 00	
Less 10 and 5 per cent. off.		

NAILS (HORSE).		Per box
M.R.M. cold forged process		
list, 10th January, 1912.		
Size, Length.....		
No. 3, 1½-inch.....	\$4 10	
No. 4, 1¾-inch.....	3 75	
No. 5, 1 45-16.....	3 50	
No. 6, 2.....	3 10	
No. 7, 2 5-16.....	2 90	
No. 8, 2½.....	2 75	
No. 9, 2 11-16.....	2 60	
No. 10, 2¾.....	2 50	
No. 11, 3 1-16.....	2 45	
No. 12, 3¾.....	2 45	
NETTING, POULTRY.		
2 in. mesh, 19 w.g., 50-10-5% off;		
1½ in. mesh, 50-10-5% off.		

NET PRICES ON SMALL SIZES POULTRY NETTING.		Per 100 lbs.
½ in. x 22 ga. x 12-in., roll.	\$3 00	
½ in. x 22 ga. x 18-in., roll.	4 30	
½ in. x 22 ga. x 24-in., roll.	5 65	
½ in. x 22 ga. x 30-in., roll.	6 00	
½ in. x 22 ga. x 36-in., roll.	8 20	
1 in. x 20 ga. x 12-in., roll.	1 50	
1 in. x 20 ga. x 18-in., roll.	2 10	
1 in. x 20 ga. x 24-in., roll.	2 70	
1 in. x 20 ga. x 30-in., roll.	3 25	
1 in. x 20 ga. x 36-in., roll.	3 80	
1 in. x 20 ga. x 48-in., roll.	5 10	
Poultry netting staples, 60%.		

OAKUM.		Per 100 lbs.
Best (American).....	9 50	
U.S. Navy (American)....	9 00	
New hemp (English).....	7 00	
U.S. Navy (English).....	6 50	
Navy (English).....	6 00	
Best Navy.....	5 00	
Plumbers (spun).....	4 00 4 00	

OIL.		Per 100 lbs.
Can. prime white		
petrol.....	0 13½	
Royalite.....	0 17 0 14	
Palacine.....	0 21½ 0 16½	
Castor Oil, per lb. 0 08½		
Black oil (Summer) 0 12½		
Black oil (Winter) 0 14½		
Cylinder Green.....	0 35 0 35	
Paraffine.....	0 22 0 20	
XXX Machine.....	0 25½ 0 21	

OLD MATERIALS.		Per 100 lbs.
F.o.b. Toronto.		
Tea lead, pack, 2½ lb.		
Tea lead, chest, 3c lb.		
Lead (heavy pipe, etc.), 3½c.		

Brass, heavy, 7½c lb.	
Brass, light, 5½c lb.	
Zinc, heavy, 3½c lb.	
Copper, heavy, 9½c lb.	
Old cast iron, \$10 per ton.	
Wrought iron, No. 1, \$6 per ton.	
Wrought iron, No. 2, \$2 per ton.	
Stove plate, \$9 per ton.	
Mach. compos., No. 1, 8½c lb.	
Compos. turnings, No. 1, 8½c lb.	
Rubbers, such as old rubber,	
boots and shoes, according to	
trim, 5½c to 6c lb.; overshoes,	
lumbermen's rubber boots, etc.,	
5 to 6c lb.; auto tires, etc., 4c;	
bicycle tires, 2½c.	

PACKING (JUTE).		Per Coil Lots.
Fine jute, lb.....	0 09½	
Beaver, lb.....	0 08	
Coarse sewer, lb.....	0 07	

PAPER, ETC.		Per 400 ft. roll
O.K. Paper, No. 1, per roll	0 95	
O.K. Paper, No. 2, per roll	0 70	
Plain Fibre, No. 1.....	0 50	
Plain Fibre, No. 2.....	0 32	
Tarred Fibre, No. 1.....	0 62	
Tarred Fibre, No. 2.....	0 43	
Tarred Fibre, Cyclone, 25		
lbs., roll.....	0 62	
Dry Cyclone, 15 lbs.....	0 50	
Tarred Fibre, Good Luck		
Brand, per roll.....	0 62	
Dry Fibre, Good Luck		
Brand, per roll.....	0 50	

Oiled waterproof building paper, 600 sq. ft. roll.		Per 100 lbs.
400 sq. ft. roll.....	1 05	
O.K. Brand corded sheathing	0 35	
Sheathing (Surprise).....	0 40	
Blue R-S Sheathing.....	0 42	
Dry fibre No. 1.....	0 50	
Dry fibre No. 2.....	0 35	
O.K. carpet felt.....	1 40	

Heavy dry straw.....		Per 100 lbs.
Heavy tarred straw.....	1 80	
Spruce sheathing.....	3 00	
Carpet felt, 16 oz.....	2 00	
Carpet felt, 20 oz.....	2 60	
Resin sized Fibre, per roll.	0 43	
Asbestos Bldg.....	3 25	
Heavy fibre, 32 ft. x 60 ft.,		
per 100 lbs.....	2 00	
Liquid Roofing Cement,		
lbbs., per gallon.....	0 17	
Liquid tins cement, 5s.....	0 10	
Crude coal tar, per bbl.....	4 50	
Refined coal tar, per bbl.....	5 00	
Shingle Varnish, per bbl.....	5 00	
Caps, per lb.....	0 05	
Rails, per lb.....	0 05	
Mop Cotton, per lb.....	0 17	
Tarred felt, Dominion, 7 oz.	2 10	

PICKS (CLAY).		Per 100 lbs.
5 to 6 lbs., doz.....	3 75	
7 lbs., doz.....	4 00	
7 to 8 lbs., doz.....	4 75	
8 lbs., doz.....	5 00	

PINS, COTTER.		Per 100 lbs.
Cotter pins, 90 p.c. discount.		

PINS, CLOTHES.		Per case
Selected full count.....	\$0 80	
5 gross, 4-in. (loose).....	0 90	
5 gross, 4½-in. (loose).....	1 00	
5 gross, 5-in. (loose).....	0 80	
4 gross, 4-in. (12 pkgs. of		
4 doz. each).....	0 90	
5 gross, 4 in. (24 pkgs. of		
2 doz. each).....	0 90	
6 gross, 4 in. (12 pkgs. of		
6 doz. each).....	1 00	

PIN (ESCUTCHEON).		Per 100 lbs.
Steel, discount, 50 per cent.		
Brass, 50 per cent.		

PIPE, STANDARD WROUGHT.		Per 100 lbs.
Size.....		
Black. Galvanized		
¼ and ¾ inch.....	\$2 16	\$3 06
1½ inch.....	2 64	3 57
2 inch.....	3 05	4 20
1 inch.....	4 51	6 21
1½ inches.....	6 10	8 40
2 inches.....	7 29	10 04
2½ inches.....	9 81	13 51
3 inches.....	15 80	21 65
3½ inches.....	20 66	28 31
4 inches.....	24 84	34 04
4½ inches.....	29 43	40 33

Lapweld.		Per 100 lbs.
2 inches.....	11 29	14 99
2½ inches.....	16 38	22 23
3 inches.....	21 42	29 07
3½ inches.....	25 76	34 96
4 inches.....	30 52	41 42
4½ inches.....	35 56	48 26
5 inches.....	41 44	56 24
6 inches.....	53 76	72 96
7 inches.....	79 97	105 90

8"x25 lbs. per ft.	83 75	111 30
8"x28 lbs. per ft.	96 48	128 40
9 inches.....	115 60	153 50
10"x32 lbs per ft	107 20	142 40
10"x40 lbs. "	138 00	183 30
12 inches.....	174 90	

These prices are for small quantities only. Discounts in proportion to size of order will be allowed.

PIPE (LEAD).		Per 100 lbs.
Lead pipe, 7½c, 5% off.		
Lead waste pipe, 9c; 5% off.		
Traps and bends, 40% off.		

PIPE (SOIL).		Per 100 lbs.
Medium and extra heavy pipe		
up to 6-inch, 65% and 10 off.		
7 and 8-in., 45% off.		

PIPE (CONDUCTOR).		Per 100 lbs.
2 inch, in 10-ft. lengths....	3 45	
3 inch, in 10-ft. lengths....	4 26	
4 inch, in 10-ft. lengths....	5 53	
5 inch, in 10-ft. lengths....	7 60	
6 inch, in 10-ft. lengths....	9 25	

PITCH.		Per 100 lbs.
Pine, per bbl.....	4 50	
PLANES.		
Wood bench, Can., 15 per cent		
Wood, fancy, 30 to 35 per cent.		
Prices, Pliers and Nippers.		
Button's, genuine, 37½ to 40		
per cent.		

PLATES (BOILER).		Per 100 lbs.
Montreal Toronto		
Plates, 1½ to ½ inch,		
per 100 lbs.....	2 40	2 50
Heads, per 100 lbs.....	2 65	2 75
Tank plates, 3-16 inch 2 70		2 80

PLUGS (METAL).		Per 100 lbs.
Painted wall plugs, per		
1,000.....	\$20 00	
Galv. wall plugs, per 1,000..	23 60	

POLISH.		Per 100 lbs.
O-Cedar, 4 oz. bottles.....	\$2 00	
O-Cedar, 12-oz. bottles.....	4 00	
O-Cedar, 1-qt. can.....	10 00	
O-Cedar, ½-gal. cans.....	16 00	
O-Cedar, 1-gal. cans.....	24 00	
Liquid veneer, 4-ozs.....	2 00	
Liquid veneer, 12-ozs.....	4 00	
Liquid veneer, quarts.....	8 40	
Tandem metal polish paste.	6 60	
Axoline brass cleaner, 100		
in pkg.....	6 50	

RAZORS.		Per doz.
Boker's King Cutter.....	14 50	
Henckel's.....	7 50	20 60
Gillette Safety, each.....	3 75	
Star Safety Razor, 33½ per cent.		
Edelweiss.....	17 50	
Ever-Ready, doz.....	9 00	
Ern Razors.....	6 00 to 18 00	
Ern Junior Razor.....	14 50	

REELS, HOSE.		Per 100 lbs.
Plain wood, each.....	0 75	
Plain wood, with drum, ea.	0 85	
Metal.....	1 40	

RIVETS AND BURS.		Per 100 lbs.
Iron rivets, blacked and tinned.		
75%.....		
Copper burrs, 75 per cent.		
Copper rivets, usual proportion		
of burrs, 35 and 12½; burrs, 30		
and 12½ per cent.		
Extras on Coppered Rivets, ¼-		
lb. packages, 1c per lb.; ¾-lb.		
pkgs., 2c lb.		
Coppered Rivets, net extras.		
2½c per lb.		

ROOFING.		Per 100 lbs.
Tarred felt (7 oz.).....	\$2 10	
Tarred felt (10 oz.).....	2 10	
Tarred felt (16 oz.).....	2 16	

2 ply R.R.		Per roll
3 ply R.R.....	0 75	
3 ply R.R., complete in roll	0 95	
3 ply R.R., complete in roll	1 15	
Samson, 1-ply, roll.....	1 35	
Samson, 2-ply, roll.....	1 45	
Samson, 3-ply, roll.....	1 90	
Amatite roofing, per sq.....	2 70	
Ready 2 ply. Shield, per roll	0 75	
Ready 3 ply. Shield, per roll	0 75	
Tarred 210 roofing felt.		
Tarred roofing felt, cwt....	2 10	
Campo certaineed, 1 ply.....	1 25	
Campo certaineed, 2 ply.....	1 55	
Campo certaineed, 3 ply.....	1 85	

ROPE.		Per 100 lbs.
Pure Manila basis.....	14	
British Manila basis.....	11	
African hemp basis.....	11	
Cotton rope, 3-16 and larger		
Sisal basis.....	9½	
Double lath yarn basis.....	5½	

Single lath yarn basis.....	8½	
Russian deep sea line basis	20	
Russian tarred ratline basis	17	
Russian tarred bolt rope		
basis.....	18	
Jute rope basis.....	12½	
Italian rope basis.....	24	

Basis (¾" dia. and larger).		Per 100 lbs.
Sisal Clothes Line.		
3 ply, 30 ft.....	0 45	
3 ply, 40 ft.....	0 60	
3 ply, 48 ft.....	0 75	
3 ply, 60 ft.....	0 90	
3 ply, 72 ft.....	1 08	
3 ply, 100 ft.....	1 50	
6 ply, 40 ft.....	0 95	
6 ply, 48 ft.....	1 15	
6 ply, 60 ft.....	1 45	
6 ply, 72 ft.....	1 75	
6 ply, 100 ft.....	2 40	

RULES, BOXWOOD.		Rabone's.	Per doz.
No. 1375—2 ft.	(51)	1	80
No. 1101—2 ft.	(52)	3	99
No. 1107—2 ft.	(7)	3	60
No. 1106—2 ft.	(53) ¹ / ₂	4	10
No. 1375—3 ft.	(66) ¹ / ₂	2	50
No. 1112—3 ft., hf. bound.		6	00
No. 1190—With level		8	85
No. 1493—Brass blacks'hs		1	70
No. 1494—Brass blacks'hs		2	20

There is Money in Good Paint

MOORE'S Pure Linseed Oil Paints are made to withstand any climatic conditions. It will not crack, peel or scale, and will wear for Five Years when properly applied.

For the Hardware Dealer there is a handsome margin of profit.
The Best is always the cheapest.

MADE IN CANADA.

Benjamin Moore Company, Ltd., 4 Lloyd St., West Toronto, Canada

**RED
S
BRAND
WINDOW
GLASS**



**GLASS
BENDERS
TO
THE
TRADE**

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



Kitchen Kumfort Toaster No. 315
"One of the Androck Family"

The New Kitchen Kumfort Toaster Another Androck Success

It can be used on either gas, gasoline or coal oil stove, toasts two slices at a time and toasts all over alike.

The delicious quality and even color of toast made on the Kitchen Kumfort is due to the special design of the base plate, which distributes the heat evenly, browning the toast all over alike instead of leaving it untoasted in places and burned in others as many toasters do.

Drop us a post card to-day and we will tell all about this unique device and a lot of other quick-selling profit-makers we have for you.

ANDREWS WIRE WORKS OF CANADA, LTD., Watford, Ont.

NETS (BLACK).

	Montreal	Toronto
10 gauge	2 50	2 55
12 gauge	2 55	2 60
14 gauge	2 55	2 55
16 gauge	2 40	2 40
18-20 gauge	2 45	2 50
22-24 gauge	2 50	2 55
26 gauge	2 60	2 65
28 gauge	2 70	2 75

SHEETS.

Corrugated, galv., 10 p.c. off.

22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Galvanized.

B.W. Queen's Fleur-de-Lis	Gorbals
16-20 .. 3 50	3 45
22-24 .. 3 85	3 55
26 .. 4 10	3 90
28 .. 4 35	4 10

Colborne Crown — 16-20 gauge, \$3.60; 22-24 gauge, \$3.65; 26 gauge, \$3.90; 28 gauge, \$4.15.

Apollo Brand. Montreal Toronto	
14 gauge	2 35
16 gauge	2 55
18-20 gauge	3 10
22-24 gauge	3 45
26 gauge	3 70
28 gauge	4 05
10 1/2 oz.	4 25

SHELLERS, CORN.

Black Hawk, doz.	18 00
Plymouth Rock, doz.	8 50

SHOVELS AND SPADES.

	1st	2nd	4th
Shovels	60	55	2 1/2
Socket ac'ps. 50 and 5 ..	45	and 5	
vet scoops 50			
Drain. tools 60 60			
Scoops	60	and 5	45 and 5
Hollow backs			
and sand. 60		45	
Riveted back scoops, 1st, 2nd			
and 3rd grades, 50 per cent.			
Above discounts on Black			
Goods only. Full Polished Goods.			
50c per doz. net extra. Half			
Polished Goods, 25c per doz. net			
extra.			

SIFTERS, ASH.

Wood sifters, doz.	\$ 1 75
Rocker, No. 1, each	3 60
Rocker, No. 3, each	2 50
Banner, each	1 70

SINKS.

Cast iron, 16x24, \$1.10; 18x30,	
\$1.50; 20x36, \$2.25.	
Flat rim enameled sinks, 16x24	
\$3.50; 18x30, \$4; 18x36, \$5.15.	

SLIDING SHOES.

Onward Sliding Shoes, 40 p.c.

SNAPS.

Harness, 25 per cent.

SOLDER. Montreal Toronto	
Tinker's bar	0 21
Wire solder, lb.	0 24
Bar half-and-half.	0 22

SOLDERING IRONS.

Base, per lb., 28 cents.

SOLDER WIPING.	
Acme	0 18
Commercial	0 19 1/2
Easy	0 19 1/2
Star Extra	0 23
Strictly standard wiping	0 23

SPELTER.

Foreign, per 100 lbs. 6 50 6 00

TAPES.

Poultry netting, 100 lbs.	6 70
Red, 100 lbs., No. 14	6 75
Blind, per lb.	6 12
Bright Fence, 100 lb. kegs	2 50
Bright Fence, 25-lb. boxes	2 75
Galvanized fence, 100-lb. kegs	2 85
Galv'd fence, 25 lb. boxes	3 10
Cooper's staples, 45 p.c.	
Bright spear point, 75 p.c.	

SWEETENERS, CARPET.

Univ. Japd., exco bearing.	24 00
Univ. N.P., exco bearing.	27 00
Grand Rapid, Japd., ball-	
bearing	26 00
Grand Rapid, N.P., ball-	
bearing	29 00
Princess N.P., ball-bearing	30 00
Princess N.P., ball-bear.	34 00
Am. Queen N.P., ball-bear.	32 00
Parlor	35 00

SWINGS.

Baby, 2-passenger, each ..	\$2 75
Ontario, 2-passenger, each	3 75
Ontario, 4-passenger, each	4 25
Stratford, 4-passenger, each	5 50

Boyers Gliding Settees with awning, each 8 50
Without awning, each 12 50**TACKS, BRADS, ETC.**

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; 1/4 weights, 60; Swedes cut tacks blued and tinned, bulk, 65 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, 82 1/2; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in paper, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 9 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87 1/2; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES—Lufkins.

Ass skin, No. 713, 50 ft., doz.	2 55
Ass skin, No. 714, 66 ft., doz.	3 40
Linen, No. 404, 66 ft., ea.	1 10
Metallic, No. 603, 50 ft., ea.	1 40
Rival steel, No. 263, 50 ft., ea.	2 90
Rival steel, No. 266, 100 ft.	4 90
Reliable Jr., No. 103, 50 ft.	2 70
Rabone's.	
Tape Lines, linen, No. 2601	
x50, each	\$1 00
Metallic, No. 4011x50, ea.	1 35
Metallic, No. 4011x66, ea.	1 55
Steel, No. 2891x50, ea.	2 70
Steel, No. 4161x50, ea.	3 00
Steel, No. 4161x50, ea.	5 15

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10%.

TIES (METAL).Galv. wall ties, per 1,000...\$5 00
Painted wall ties, per 1,000. 5 00**TIES, COW.**

McKinnon, 40% discount.	
Greenings, 40% discount.	
TIN. Montreal Toronto	
Tin, per lb.	35-37 35-36

TINNERS' TRIMMINGS.Discount, 45%
Plain, 70 and 5%.

Re-tinned, 72 and 5%.

TOOLS, HARVEST.

Samson, 47 1/2%; ord., 50%.

TRAPS (STEEL AND GAME).Newhouse, 40%.
Hawley & Norton, 57 1/2%.

Victor, 70%.

Oneida Jump, 65%.

TRESTLES.

5 ft., each \$1.50 14 ft., each \$4.20

8 ft., each 2.00 16 ft., each 4.80

10 ft., each 2.50 18 ft., each 5.40

12 ft., each 3.00 20 ft., each 6.60

TROWELS.

Disston's, 10%.

TWINE (Binder).

650 ft., per lb. 0 13 1/2

600 ft., per lb. 0 11

550 ft., per lb. 0 09 1/2

500 ft., per lb. 0 09 1/4

5 ton lots, 1/4c per lb. allowance.

10 ton lots, 1/4c per lb. allowance.

Delivered in 300-lb. lots and over.

Wrapping cotton 5-lb. 0 21 1/2

4-ply
| 3-ply | 0 19 |
TUBES.

	Boiler Tubes.	Montreal	Toronto
100 ft., 1 1/4 in.	10 45	9 75	
100 ft., 2 in.	9 60	8 25	
100 ft., 2 1/4 in.		10 25	
100 ft., 2 1/2 in.		12 25	10 65
100 ft., 3 in.		13 20	11 00
100 ft., 3 1/4 in.		15 55	13 00
100 ft., 4 in.		19 80	16 75

TUBS.

Samson Galvanized.	
No. 11, doz., net	12 00
No. 22, doz., net	14 40
No. 33, doz., net	16 80
Common Galvanized.	
No. 1, doz.	6 83
No. 2, doz.	7 43
No. 3, doz.	8 48

	Per nest.
Nests of 3—0, 1 and 2	\$2 38
Nests of 3—1, 2 and 3	2 05
Nests of 4—0, 1, 2 and 3	2 95
No. 0, per doz.	11 00
No. 1, per doz.	9 00
No. 2, per doz.	8 00
No. 3 per doz.	7 00

V**VALVES, ETC.**

Ground work, 55%.
Stand, compr. work, 65%.
High-grade compr. work, 55%.
Cushion work, 55%.
Fuller work, 70%; No. 0, 70, 10%, and 1 and 2 basin cocks, 70%.
Flatway stop and stop and waste cocks, 60, 10%; roundway, 60 and 5%.
J. M. T. Globe, Angle and Check Valves, 50%; Standard, 60%.
J. M. T. Radiator Valves, 55%; Standard, 60; patent quick opening valves, 70 and 10%.

W**WARE, COPPER AND NICKEL.**

Copper boilers, kettles, 50%.
Copper tea and coffee pots, 50%.
Copper pitts, 30 and 5%.
Foundry goods, hollow ware, 40 and 5%.

WARE, ENAMELED.

White ware, 75%.
Canada, Diamond, Premier, 50 and 10%.
Pearl, Imperial and Colonial steel, 60 and 10%.
Star decorated steel, 33 1/2%.
Hollow ware, tinned steel, 40% off.
Enamelled street signs, 50%.

WARE, TIN, PIECED.

Discount, 35%.
10-qt. flaring sap buckets, 35%.
6, 10 and 14-qt. flaring pails, 35%.
Copper bottom tea kettles and boilers, 35%.
Coal hods, 35%.

Boiler and tea kettle pits, 30 and 5%.

WARE, STAMPED.

Plain, 72 1/2 and 5.
Retinned, 72 1/2 and 5.
Tinner's trimmings, 72 1/2 and 5.

WASHERS, IRON.

Full box, 45 per cent. smaller.
Full box, 45 p.c. smaller lots.
30 p.c.; assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEATHERSTRIP.

Narrow wood and felt...1 1/4c ft.
Medium wood and felt...1 1/4c ft.
Wide wood and felt...2 1/4c ft.
All felt Frost King...\$4.40 doz

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2 00
Sectional, 1/2 lb., per 100 lbs. 2 25
Solid, 3 to 30 lbs., per 100 1 60

WEIGHTS.

Smart's, Horse, 3 1/2c lb.

WHEELBARROWS.

Navy, steel wheel, doz. 21 00
Garden steel wheel, doz. 32 40
Light garden, per doz. 22 80
Heavy garden, L-side 33 00
Heavy farm, solid side 33 00

WHIFFLETREES.

Tubular steel, 28 ins. 0 70
Tubular steel, 34 ins. 1 00
Tubular steel, 36 ins. 1 25
Tubular steel neckyokes, 26 inches
26 inches	1 25
Tubular steel doubletrees, 40 inches	0 95
Tubular steel lumbermans, 44 inches	0 95

(See Paint Markets)

WIPERS.

Brass wire, 50 and 5 per cent.
Copper wire, 50 and 2 1/2 per cent.
Annealed Cut Hay Baling Wire. No. 9, \$3.75; No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13 1/2, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 inches to 11 inches, discounts 30 per cent.; other lengths 20c per 100 lbs extra; if eye or loop on end add 25c per lb. to the above.

WIRE, CLOTHES LINE.

No. 7 wire solid line, No. 14, \$4.90; No. 18, \$3; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F.O.B. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL.

Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extra net. Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 30-34, \$6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in 1/2-lb. hanks, 28c; in 1/4-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering 16c.

WIRE, HAY, IN COILS.

No. 13, \$2.30; No. 14, \$2.40; No. 15, \$2.50 f.o.b. Montreal, Toronto, Hamilton and London.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, \$2.20 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra. No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, \$1.25; bright soft drawn 15c; charcoal (extra quality), \$1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in 1/2-lb. hanks, 75c; in 1/4-lb. hanks, \$1.

WIRE CLOTH.

Painted screen, in 100-ft. rolls. \$1.55 per 100 sq. ft.; in 50-ft. rolls, \$1.60 per 100 sq. ft.

Rustless screen, 7c sq. ft.

Cut lengths, 8c sq. ft.

WIRE (FENCE).

	Per cwt.
Barb	2 35
No. 9, coll spring	2 25
No. 9, plain galvanized ..	2 15
No. 12, plain galvanized ..	2 30
No. 13, plain galvanized ..	2 40
O. & A., No 10	2 30
O. & A., No. 11	2 42
O. & A., No. 12	2 50

F.O.B., Montreal, Toronto, Hamilton and London.

WIRE ROPE.

Galvanized, 1st grade, 6 strands 24 wires, 3/8, \$5; 1 inch, \$16.80.
Black, 1st grade, 6 strands, 19 wires, 3/8, \$5; 1 inch, \$15.10. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES.

	Cwt.
Single Loop, No. 14	\$3 00
Single Loop, No. 15	3 15
Single Loop, No. 16	3 30

WRINGERS—Less 20 p.c.

Royal Canadian 11 in., doz.	45 25
Eze, 11 in., per doz.	49 50
Cycle, 11 inch	54 00
Trojan, 12 inch	100 00
Favorite, 511E	57 75
Unexcelled 1041E	72 00
Challenge 311E	48 75
Gem, 141	47 25
Sunlight 111	42 06
Ottawa, 341E	54 00
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Majestic, 11 in.	47 25
Perfect, 11 in.	52 75
Bicycle, 11 in.	56 25
Wrenches, Trimo, 65 per cent off	list.

WRINGERS, MOP.

White, No. 2, each	\$ 1 15
White, No. 3, each	1 35
White, No. 1, each	1 55

**We wish to thank our friends for
their patronage during 1914 and
extend our hearty wishes to all, for a
Bright and Prosperous New Year.**

THE SHERWIN-WILLIAMS Co.
of Canada, Limited

MANUFACTURERS OF INSECTICIDES

Offices and Warehouses:

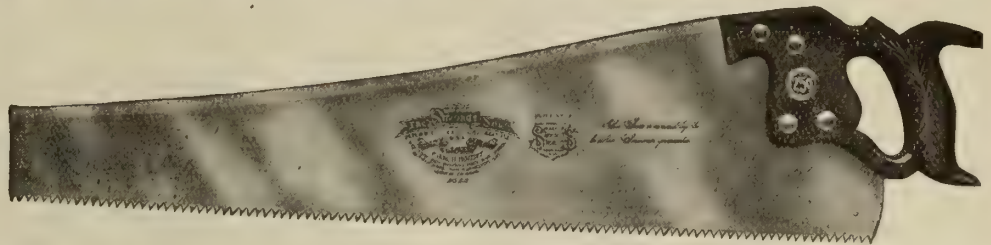
Montreal, Toronto, Winnipeg, Calgary, Vancouver,
Halifax, N. S., London, Eng.

SIMONDS SAWS

Satisfaction for the
Carpenter.

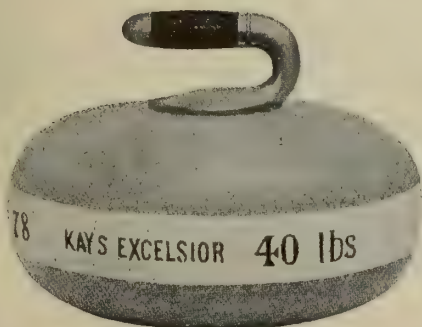
Profit for the
Dealer.

Send for Catalog.



SIMONDS CANADA SAW CO., LIMITED MONTREAL, ST. JOHN, VANCOUVER

"KAY'S" EXCELSIOR RED HONE CURLING STONES



These stones serve to the greatest satisfaction, and have been used exclusively by the best curlers since the game has been played in Western Canada. They are the favorites to-day, being especially designed for use on the keenest of ice.

No working down or a season's playing required to put these stones in shape. They will play perfectly from the start. Ask old curlers about them and be convinced that we are right.

THOMAS BLACK

76-82 LOMBARD STREET

WINNIPEG

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, \$6.20 per 100 lbs.
5 lb. packages, \$6 per 100 lbs.

ALCOHOL.

5 gal. lots, per gal., \$1.

BEESEWAX.

Per lb., 40c.

BRONZING LIQUID.

Bronzing liquid, No. 1 ... \$1 75
Banana oil, gal. 4 00

BRUSHES.

Weighted, 15 lbs., doz. ... \$14 70
Weighted, 20 lbs., doz. ... 19 90

COATING.

Cement Coating \$2.55 3.00

COLORS (DRY).

Raw Umber, 100 lb. keg. ... 0 09
Burnt Umber, 100 lb. kegs. 0 09
Raw Sienna, 100 lb. kegs. 0 09
Burnt Sienna, 100-lb. k. ... 0 09
Imperial green, 100 lb. k. ... 0 12
Italian red, 100 lb. kegs. ... 0 05
Brunswick green, 100-lb. k. 0 08
Indian red, 100 lb. kegs. ... 0 10
Indian red, No. 1, 100 lb. k. 0 06
Vermilion, 100 lb. kegs. ... 0 20
Drop black pure dry ... 0 12
Golden ochre, 100 lb. kegs. 0 03½
White ochre, barrels ... 0 04
Yellow ochre, barrels ... 0 01½
Sapra ochre, 100 lb. kegs. 0 02
Canadian red oxide, bbls. 0 02
Super magnetic red ... 0 01½

COLORS IN OIL.

Venetian red 1-lb. tins, pure ... 0 12
Chrome yellow, pure ... 0 23
Golden ochre, pure ... 0 14
French ochre, pure ... 0 12
Chrome green, pure ... 0 11
French permanent green, pure ... 0 15
Signwriters' black, pure ... 0 20
Marine black, 25-lb. irons 0 06

DRIERS.

Patent 25 lb. tins, 8c. lb.; patent 1 lb. tins, 11c. lb.

ENAMELS.

Per gallon in quart tins.
M. L. Floorglaze (Imperial V. & C. Co.) 1 80
Alba-Gloss enamel 4 00
Anchor Floorlustrer 1 80
Lowé Bros' Linduro 4 20

FILLER.

Luxberry Enamel \$5 00
Screen Enamel B.B. 1 65

WAX.

French medal 0 15
English common sheet ... 0 10
English prima 0 17
White pigsfoot 0 21
Perfection amber, ground, No. 1230 0 13
Cake, bone, 112-lb. bags ... 0 10
Hide, 112-lb. bags 0 15
Gelatine, 112-lb. bags ... 0 20
Ground glues, 112-lb. bags—No. 1 0 11
Extra 0 15

GLASS.**(TORONTO QUOTATIONS.)**

Size United Inches. Star
Under 26 \$6 50
26 to 40 7 00
41 to 50 7 40
51 to 60 8 00
61 to 70 8 75
71 to 80 9 50
81 to 85 10 50
86 to 90
91 to 95
96 to 100
Double Diamond.
Size United Inches.
Under 26 \$ 8 60
26 to 40 10 00
41 to 50 11 70
51 to 60 12 00
61 to 70 12 75
71 to 80 13 85

81 to 85 17 50
86 to 90 18 85
91 to 95 19 20
96 to 100 22 75
101 to 105 32 00
106 to 110 36 00

Discount on 16 oz. glass 20%; discount on double diamond, 20%; cut sizes, 20%.

MONTREAL QUOTATIONS.

Country Base Price.

United Inches.	Star.	Double Diamond.
Up to 25	\$ 6.50	\$ 8.60
26 to 40	7.00	10.00
41 to 50	7.40	11.70
51 to 60	8.00	12.00
61 to 70	8.75	14.00
71 to 80	9.50	15.00
81 to 85	10.50	18.00
86 to 90		20.50
91 to 95		22.00
96 to 95		25.00
101 to 105		32.00
106 to 110		36.00

With the following discounts: Any quantity up to 100 cases, 25%; 100 cases and less than carloads, 30%; carloads, open price when imported.

GLASS, PLATE.

Montreal:
Country discount, 35 and 5% off list, delivered.
City discount, 45 and 5% off.
Toronto:
Country discount, 40½ off list delivered.
City, 42½ off list.

LEAD.

(White Ground in Oil.)

Prices per 100 lbs. in ton lots.

Montreal Toronto

Elephant, Genuine ... \$8 75 \$8 90
"Anchor," pure ... 8 45 8 60
Green Seal 8 45 8 60
Brandram's B.B. Genuine 9 45 9 60
C.P. Co. decorator's pu. 8 45 8 60
Crown and Anchor, pure 8 65 8 80
Decorator's Pure (VWpg) 8 60
Moore's Pure White Lead 8 45 8 60
Painter's Perfect 7 95 8 10
Lowé Bros' White, H.S. 8 60
Ramsay's Pure Lead ... 8 45 8 60
Ramsay's Exterior ... 8 15 8 30
Tiger Pure 8 45 8 60
"James Genuine" 10 00 10 15
Stephens' H. P. P. (Winnipeg) 8 70
Less than ton lots, 20c per cwt. higher.

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt. ... 8 00 6 38
Genuine, 100-pound kegs, per cwt. ... 8 25 6 75
No. 1 casks, per 100 lbs. 7 75 6 25
Less quantity 8 50

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots. \$17 50
2 lb. pkgs., per 100 lbs. ... 15 00
5 lb. pkgs., per 100 lbs. ... 12 00
25 lb. pkgs., per 100 lbs. ... 11 00
100 lb. pkgs., per 100 lbs. ... 9 75
200 lb. kegs., per 100 lbs. ... 9 60
300 lb. pkgs., per 100 lbs. ... 9 50
600 lb. casks, per 100 lbs. ... 9 00

MURESCO.

Tints in 5 lb. packages, per 100 lbs., \$5.40.

OILS (LINSEED RAW).

Montreal Toronto
Single bbls. ... See weekly report
3 to 5 bbls. ... See weekly report
6 to 9 bbls. ... See weekly report

LINSEED, BOILED.

Single bbls. ... See weekly report
3 to 5 bbls. ... See weekly report
6 to 9 bbls. ... See weekly report

PAINTS (PREPARED).

Per gallon in qt. tins.
Sherwin-Williams paints, base 2 00
Canada Paint Co.'s pure ... 2 00
Elephant and Prism 1 80
Benj. Moore Co.'s "Egyptian" Brand 1 45
Moore's house colors, per gallon 1 75
Brandram-Henderson's "English" 2 00
Fresco-Tone, in quarts. ... 1 80
Ramsay's paints, pure ... 1 80
Ramsay's paints, Thistle. ... 1 60
Martin-Senour, 100 p.c. pure 2 00
Senour's floor paints 1 80
Maple Leaf Paint (Imp. V. & C. Co.)
Jameson's Crown and Anchor brand 1 60
Lowé Bros' High Standard Stephens' House Paint (Winnipeg) 1 90
Stephens' Floor Paint (Winnipeg) 1 75
Silkstone Wall Color. 2 00

PARIS, PLASTER.

Per bbl. 2 25

PARIS WHITE.

In bbls. 0 30

PIGMENTS.

Orange Mineral, casks. ... 0 08½
Orange Mineral, 100-lb. kegs 0 08½

PRIMER.

Luxberry Primer \$2 25

PASTE WOOD FILLER B.B.

1 lb. cans \$0.18
2 lb. cans 0 18
5 lb. cans 0 17
10 lb. cans 0 16
25 lb. cans 0 12
100 lb. kegs 0 11
1½ barrels 0 10½
Barrels 0 10

PUTTY.

Standard Montreal Toronto
Bulk, in casks 2 30 2 40
Bulk, 100-lb. drums. 2 50 2 60
Bulk, 25-lb. drums. 2 60 2 70
Bladders, in bbls. ... 2 80 2 90
Pure Putty, 60c cwt. advance.

SHELLAC.

Gum, 25c lb.; finest orange, 30c lb.

TAR (PINE TAR).

Half pint tins, per doz. ... 0 60
Pint tins, per doz. 1 10

PAINT AND VARNISH REMOVER.

Taxite, 1 gal. cans 2 10
Cumoff 2 10

TURPENTINE.

Montreal Toronto
5 gal. See weekly report
Pure, single bbls. ... See weekly report

SLATING.

Gal.
2 to 4 bbls. 0 60 0 64
Liquid Slating, B.B. \$3.00

STAINS.

Gal.
Oil & Spirit, Berry Bros. \$2.50
Water Stains, Berry Bros. 1 25
Berrycraft stain finish 3 00
Shingle tint, 5 gal. cans ... 1 15

VARNISHES.

Per gal. cans
Liquid Granite \$3 00
Elastic Interior 3 00
Elastic Outside 6 00
Luxberry, light 3 00
Luxberry, white 5 00
Luxberry, spar 4 50

Luxberry, exterior 5 00
Dugloss finish 3 00
Carriage, No. 1 1 50
Excello 2 00
Mar-Not 2 70
Elastic Oak 1 50
Light oil finish 1 35
Gold sized japan 2 00
Baking black japan 1 35
No. 1 black japan 0 85
Crystal Damar 2 50
No. 1 Damar 2 25
Oilcloth 1 50
House painters' white jap. 1 05
Elastillite varnish 2 25
Copalline varnish 2 25
Granitine floor finish 2 25
Jameson's floor enamel 1 75
Sherwin-Williams' KOPAL varnish 2 50
Canada Paint Co.'s SUN varnish 2 25
"Flint-Lac," coach 1 30
B. H. Ltd., "Gold Medal," cases 1 60
Dependon Lt. H. Oil Finish 1 55
Evelastic Floor 2 30
Elastic exterior finish ... 4 25
Flatline floor finish 3 00
Stovepipe varnish, ½ pts., gross 0 00
Pure white shellac varnish 2 00
Pure orange shellac varnish 1 90
No. 1 orange shellac varnish 1 75

WATER PAINTS.

Opalite, 300 lb. bbls. 0 07
Opalite, 100 lb. kegs 0 07½
1 gal. package, per pkge. 0 45
½ gal. package, per pkge. 0 25

WAX (POLISHING).

Cream 0 13
White 0 12

WASTE (WHITE).

XXX extra 0 11
X Grand 0 10½
XLCR 0 09½
X Empire 0 08½
X Press 0 07½

WASTE (COLORED).

Fancy 0 07½
Lion 0 07
Standard 0 06½
Popular 0 05½
Keen 0 06

WASTE (PACKING).

Arrow 0 15
Anchor 0 06
Anvil 0 07½
Axle 0 06

WASHED WIPERS.

Select white 0 08
Light colored 0 06½
Dark colored 0 05

WAX.

Per lb.
Johnson's Floor, natural. ... 0 38
Johnson's Floor, black. ... 0 38
Old English Floor Wax ... 0 38
Cooke & Boulton's Floor Wax 0 30
Ronk Floor Wax, lb. 0 38
Berry Bros. 0 45

WHITING.

Plain, in bbls. 1 00
Gliders, bolted, in bbls. ... 1 20

ZINC (DRY).

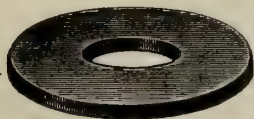
Extra Red Seal, V.M.

ZINC IN OIL.

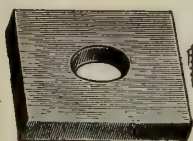
Pure, in 25-lb. irons 0 10
No. 1, in 25-lb. irons 0 07
No. 2, in 25-lb. irons 0 06½
Pure in Damar Varnish. ... 0 19½

Wrought and Steel Plate WASHERS

of all descriptions



Annealed
Rivet Burrs



Felloe Plates

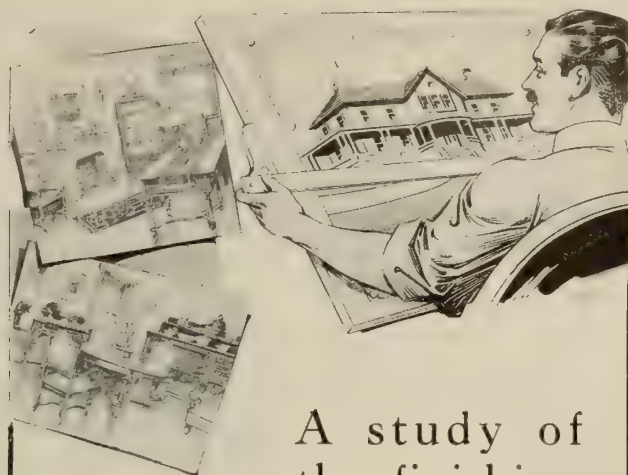
Sheared and
Punched Plates

Round & Square

Plain or
Galvanized

Prompt Shipments

**Wrought Washer Mfg.
Company**
Milwaukee, Wis.



A study of the finishing requirements of your customers emphasizes the need of high-grade finishes—finishes that defy everyday wear and tear without loss of brightness or beauty.

Liquid Granite, the lasting waterproof floor varnish, and Luxeberry White Enamel are that kind of finishes. They please the most exacting trade.

Berry Brothers' country-wide advertising campaign in the leading periodicals of the Dominion is continually informing readers about the superior qualities of these two great Berry Brothers' finishes.

These advertisements are creating a demand for Berry Brothers' varnishes that can only be supplied through the Berry Brothers' dealers.

Write for our co-operative dealer proposition and get your share of this quality varnish trade.

BERRY BROTHERS
INCORPORATED
World's Largest Varnish Makers

Walkerville, Ontario



A quarter of a century's distribution of Foster Bros.' Brand of

BUTCHERS' CUTLERY

has accomplished world-wide prestige. The reputation of this line is due solely to those qualities of good service and durability that every user of CUTLERY seeks.

Cutlery for Hotel, Restaurant or Kitchen use in various shapes for various uses, forms part of this complete line. Every piece full warranted. The blades are securely riveted to the handles and will not loosen.

The Foster Bros.' Brand Cutlery should be in every Canadian Hardware store. It is a profitable line to handle. It is used wherever good quality is essential.

Our illustrated catalogue will convince you. Write for a copy.

JOHN CHATILLON & SONS

85 Cliff Street - New York City

Scale Makers Since 1835

Winnipeg Hardware Quotations

AMMUNITION.

Powder, per keg\$7 00

ANVILS.Peter Wright, 80 lbs. and up,
11½¢ per lb.; clip horn, 12½¢.**AUGER BITS.**"Irwin" bits, 45 per cent.;
common, 70 and 10 per cent.**AXES.**H. B., 1 lb., \$6.25 per doz.; 1½
lb., \$6.65; 2 lb., \$6.90; 2½ lb.,
\$7.50; 3 lb., \$7.75; 3½ lb. and
4 lb., \$8; H. B. Handled Axes,
2 lb., \$8; 2½ lb., \$9.50; 3 lb., 3½
lb. and 4 lb., \$10; Black Prince
Axes, unhandled, \$8.00; Black
Prince axes, handled, \$10.25;
Bench axes, 35%; Broad axes, 5
to 7½ lb., \$28 per doz.; 7½ to 9
lb., \$30.80.**BARS, CROW.**

\$4 per 100 lbs.

BAR IRON.Bar iron, \$2.50; Swedish iron,
\$4.25; sleigh shoe steel, \$2.85;
spring steel, \$3.40; machinery
steel, \$3.75; tool steel, Black Dia-
mond, 100 lbs., \$8.50; Brittain
Brand Tool Steel, \$8.50.**BELTING.**Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting,
66 2-3% off the list.
No. 1, 66 2-3% off list.
Standard, 60% off list.
The "double" list is just twice
the price of "single."**BELT LACING.**In sides, tanned, \$1 per lb.;
cut, \$1.10 per lb.; rawhide, sides,
95¢; cut, \$1.05.**BLOCKS.**Steel, 50 per cent.; wood, 60 p.
Steel, 50%; wood, 60%.

Wood, tackle, common, 60%.

BOLTS.Carriage, ¾ and smaller, 60%;
7-16 and larger, 50%; machine,
¾ and under, 60%; 7-16 and over,
50%; machine set screws, 65%;
plough bolts, 45%; nuts, small
lots, 2¢ off; case lots, \$2.75 off;
stove bolts, 7½%; sleigh shoe
bolts to ¾, 50%; 7-16 and up,
40%.**BUILDING PAPER.**Tarred, 57½ to 88¢ per roll,
according to quality; plain, 45
to 72¢; tarred, felt, 8 and 10
oz., \$2.60; 16 oz., \$2.85 per 100 lbs.**BUTTS.**Wrought Steel, loose pin, 65
per cent. off the list.**CHAIN.**Coll. 3-16 in., \$10.00; ¼, \$7.25;
5-16 \$5.85; ¾, \$4.75; 7-16, \$4.75;
¼, \$4.60; 9-16, \$4.50; ¾, \$4.40; ¾,
\$4.25. Logging, 5-16, 6¼¢; ¾,
5¼¢; Tie out, 70 and 10 per cent.**URNS.**Barrel, No. 0, \$5.13; No. 1,
\$5.13; No. 2, \$5.70; No. 3, \$6.27;
No. 4, \$7.41 each.**CLEAVES, MALL.**

7½¢ per lb.

COPPER.Sheet and planished copper,
34¢ per lb. Tinned, 27¢. Braziers'
soft sopper, 10-24 in., 26¢; 27½¢.**DRILLS.**Bit Stock, 60 per cent.; Black-
smith, ½ in. round shank, 55 p.c.**ENAMELWARE.**Canada, 50; Imperial, 60; Pre-
mier, 50; Colonial, 60; white, 70
and 6; diamond, 50; granite, 60%.**FERRULES AND RINGS.**

30 per cent. off.

FILES.

American, 70 and 12½%.

Nicholson's, 65%.

FIXTURES.

Stall hollow bar No. 3, \$1.

GALVANIZED WARE.

37½ per cent.

GASOLINE.Painters' naphtha, bbls., 21¢ per
gal.; \$3.45 per case.**GLASS, WINDOW.**

	Single	Double
Up to 25 in.....	6 00	8 00
26 to 40	6 50	9 00
41 to 50	7 00	10 25
51 to 60	7 50	11 00
61 to 70	8 00	11 75

GLASS (Plate).35% off f.o.b. Regina, Winni-
peg, Calgary, and Edmonton.**GRINDSTONES.**Per 100 lbs., \$1.75.
Mounted on steel frames, \$4.50**HINGES.**Light T and strap, 60%.
Corrugated strap, in bulk, 4, 5,
6, 8, 10 and 12, 80¢, \$1.08, \$1.40.
\$2.25, \$3.40, and \$5.20.Corrugated strap, 4, 5, 6, 8, 10,
and 12, 80¢, \$1.08, \$1.40, \$2.25,
\$3.40 and \$5.20.**HORSESHOES.**Iron, No. 0 to 1, \$4.90; No. 2
and larger, \$4.65; snowshoes, No.
0 to No. 1, \$5.15; No. 2 and
larger, \$4.90; steel, No. 0 to 1,
\$5.35; No. 2 and larger, \$5.10;
featherweight, \$6.50.**JACKSCREWS.**

60 per cent. off list.

KNOBBS.

Door, 307, \$1.20.

IRON BAND.1½ in., \$2.85; 1¼, \$2.85; 1 in.,
\$2.90.**IRON, GALVANIZED.**

	Apollo and "Fleur de Lis" Head.
10½ oz. or 28 Eng.	4 75
28 Am. or 28 Eng.	4 50
26 Am. or 26 spec.	4 25
24 Am. and Eng.	4 10
22 Am. and Eng.	4 10
18 & 20 Am. & Eng.	4 00
16 Am. and Eng.	3 85

IRONS, SAD.Common Sad Irons, 8 lbs. and
6¢ per lb.; 4 lbs., 7½¢ per lb.
Mrs. Pott's No. 55, set..... 0 95
Mrs. Pott's No. 50, set..... 1 00
Asbestos Sad Irons.
No. 100, set 1 80
No. 70, set 1 65
Mrs. Pott's common sad iron
handles, 85¢ a dozen. Mrs. Pott's
improved, \$1.05 a dozen.**LANTERNS.**No. 2, plain 7 25
No. 20, X-ray 11 00
No. 22, Dash-board 9 75
Trulite short globe, doz..... 7 25**LEAD PIPE.**

\$7.50 coll; less coll, \$8 cwt.

LEAD WASTE.

\$8 to \$8.50 per cwt.

LINSEED OIL.Raw, per gal., 66¢; boiled, per
gal., 69¢.These prices are for barrels.
Less amounts 5¢ per gal. extra,
with additional charges for cans,
etc.**LOCKS.**

Peterboro and fittings, 45%.

MATTOCKS.

Pick, \$5.75; cutter, \$5.75.

NAILS.Wire, f.o.b. Fort William, \$2.40
base; Winnipeg, \$2.90 base. Cut,
f.o.b. Winnipeg, \$3.35.**NAILS, HORSE.**

Capewell, 10 and 5 off list.

NETTING.

Poultry, 50%.

NUTS.Square and hex., small lots,
f.o.b. \$2 off; case, \$2.75 off.**OIL CANS.**

	Tin	Gal.
½ gal., dome top.....	\$2 10	\$3 04
1 gal., dome top.....	2 55	3 42
2 gal., dome top.....	3 97	4 55
3 gal., dome top.....	5 10	7 35
5 gal., dome top.....	6 84	8 25

OILS.Silver Star oil, 18½¢ gal.;
Rosalite oil, 16¢ gal.; Palatine
oil, 18½¢ gal.; Capital Cylinder,
56¢ gal.; Standard gas engine
oil, 41¢; Polarine oil, 60¢ gal.;
Prairie Harvester oil, 30½¢ gal.**DRY COLORS.**Yellow ochre, in oil lots, 2½¢;
less than barrel lots, 3¢; golden
ochre, barrels, 3½¢; less than
barrels, 4½¢; Venetian red, bar-
rel, \$2; less than barrels, \$3;
American vermilion, 12¢; Eng-
lish vermilion, \$1 per lb.; Can-
adian metallic oxides, barrel lots,
3½¢; English purple oxide, in
casks, 3½¢; less quantities, 4¢
per lb. Red lead, kegs, \$8.50. 9¢
lb. for less.**PARIS GREEN.**1 lb. pkgs., 21½¢. small lots
and cases.**PICKS.**

Clay, 6-7, \$4.50 per dozen.

PIPE, IRON.¾ inch, \$3.50; ¾ inch, \$3.60; ½
inch, \$4.20; ¾ inch, \$5; 1 inch,
\$7.35; 1¼ inch, \$9.90; 1½ inch,
\$12; 2 inch, \$16; 2½ inch, \$25.60;
3 inch, \$33.45.**IRON PIPE.**Black, ¾ inch, \$2.50; ¾ inch,
\$2.60; ½ inch, \$3.20; ¾ inch,
\$3.75; 1 inch, \$5.50; 1¼ inch,
\$7.45; 1½ inch, \$8.90; 2 inch, \$12;
2½ inch, \$19.25; 3 inch, \$25.15;
3½ inch, \$30.25; 4 inch, \$35.80;
4½ inch, \$42.35; 5 inch, \$49.75;
6 inch, \$64.40.**PLASTER.**

Paris, per bbl., \$3.25.

PLATES, CANADA.Half polish, 6-7 inch, \$3.65; 8
inch, \$3.90; full polish, 6-7 inch,
\$4.65; 8 inch, \$4.90. Black sheets
—28 gauge, \$3.60; 26, \$3.45; 24
\$3.35; 22, \$3.35; 18-20, \$3.35; 14-16,
\$3.10; 10-12, \$3.15.**PLOW SHARES**10¢ per lb.**POINTS.**Landslide plow, 1½ x 14 in.,
\$1.75 per dozen.**POTTY.**100-lb. drums 3 00
25-lb. tins, per cwt..... 3 10
1½-lb. tins 0 06**RASPS.**Heler's 70 and 5 per cent.;
Heler's horse tooth rasps, 60-10
per cent.**RIVETS AND BURS.**Iron rivets, 55 per cent.; cop-
per, No. 8, 32¢; 10, 35¢; 12, 37¢;
copper burrs, No. 8, 44¢; 10, 47¢;
12, 51¢; copper rivets and burrs,
No. 8, 36¢; 10, 38¢; coppered, No.
8, 17¢; 10, 18¢.**ROPE.**Sisal, 10½¢ base; pure Manila,
15½¢ base; British Manila, 12¢
base; lath yarn, 9½¢ base.**SAWS, BUCK.**Happy Medium and Watch
Spring, \$4.25; Lance Tooth or
Lightning blades, \$8.50; New
Century, \$8.50; Maple Leaf, \$5.25;
Prince Rupert, \$8.00.**SCALES.**Standard scale, 25 per cent. off;
Union scale, 45 per cent. off.
Both quotations f.o.b. Winnipeg.**SCREWS.**Bright iron round head, 80,
10 and 5 per cent.; flat head, 85
10 and 5 per cent.; round head,
brass, 70, 10 and 5 per cent.; flat
head, brass, 75, 10, 5 per cent.;
conch, 60 per cent.**SCYTHES.**

Brush, \$8.25.

Grass, \$7.25 to \$8.50.

SHOT.Soft, \$9.25 per 100 lbs.; chilled,
\$9.65; buckshot, \$10.05; ball,
\$10.45.**SHEET ZINC.**Cask lots, 10½¢; small lots,
10½¢.**SHOVELS AND SPADES.**Jones polished, \$8.10 per doz.;
Fox & Olds, \$7.10 per doz.;
Scoops, D-handled, "Black Cat,"
No. 3, \$7.70; No. 4, \$8.20; No. 5,
\$8.50; No. 6, \$8.75; No. 8, \$9.25;
No. 10, \$9.80.**SNATHS, SCYTHE.**Grass, No. 2, \$7.25; brush, No.
1, \$8.25.**SOLDER.**

per pound, 25 to 26 cents.

SPIKES.Pressed, ¼ in., \$4.50; 5-16,
\$4.15; ¾, \$3.90; 7-16, \$3.80; ½
\$3.75; ¾, \$3.75.**STAPLES.**Bright wire per-cwt., \$2.55 at
Fort William, \$2.95 Winnipeg;
galvanized staples, \$3.25 Winni-
peg.**STEEL.**Sleighshoe, \$2.85 base per cwt.;
plow, common, \$4.50; crucible
plow, \$6.50; angle, \$3.25; harrow,
\$3.25 base; cast, octagon tool
steel, 8½¢ base; square tool steel
9¼¢ base; spring, \$3.40; machine,
\$3.75 base; tire, \$3.00.**STEEL SQUARES.**

40 per cent. off new list.

STOVE PIPE. Rivet, Patent'd
6 in., per 100 ft.... 9 00 9 05
7 in., per 100 ft.... 9 50 9 75**STOVE PIPE ELBOWS.**6 inch, per doz. 1 42
7 inch, per doz. 1 59
8 inch, per doz. 2 37**TACKS.**

Carpet, 75-10 per cent. off list.

TIES.

Cow, 35 per cent.

TIN AND TIN PLATE.

Block tin, 58¢ per lb.

	Per Box
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates	9 75

TOOLS, HARVEST.

Ordinary, 50 per cent.

TURPENTINE.

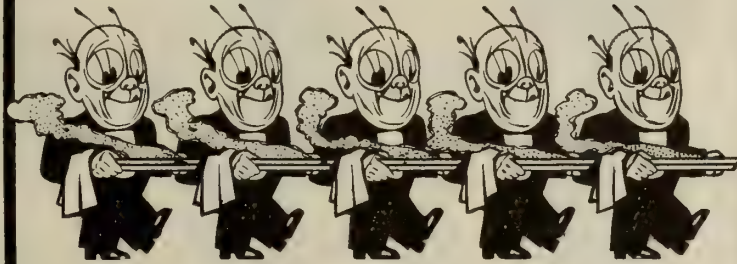
Per gal, barrel lots, 75¢.

VARNISHES.

	Per gal. cans
Carriage No. 1	1 75
Elastic Oak	1 90
Furniture No. 1	1 00
Gold size Japan	2 25
Turps, brown Japan	1 00
Crystal Damar	2 50
Oilcloth	2 25
Granite floor finish	2 25
Pure white shellac varnish	2 20
Pure orange shellac var- nish	2 00
Luminette	2 00
Best wearing body	5 00
Best gearing varnish	4 00
Extra light hard oil	1 90

WASHERS.Iron, small lots, 30 per cent.;
full boxes, iron, 35 per cent.**WHIFFLETREE CLIPS AND
RINGS, NECK YOKE**CENTRES.
42½ per cent. off the list.**WHITE LEAD.**Decorators' pure white lead,
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2-point, Fort William, \$1.77;
Winnipeg, \$2.10; Baker 2-point,
Fort William, \$1.75; Winnipeg,
\$2.07; Waukegan, Fort William,
\$1.75; Winnipeg, \$2.07; Alberta
2-point, Fort William, \$1.70;
Winnipeg, \$1.98; American spe-
cial 2-point, Fort William, \$1.40;
Winnipeg, \$1.65; plain twist, per
100 lbs., Fort William, \$2.75;
Winnipeg, \$3.15; coil spring, No.
9, per 100 lbs., Fort William,
\$2.15; Winnipeg, \$2.55; No. 12,
Fort William, \$2.25; Winnipeg,
\$2.65; plain galvanized wire, No.
9, Fort William, \$2.10; Winnipeg,
\$2.50; No. 12, Fort William, \$2.20,
Winnipeg, \$2.60.**WIRE CLOTH.**Patented screen, in 100 ft. rolls,
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Bale ties, 14 gauge, single loop,
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liam.**WIRE (STOVEPIPE).**

18 and 19 gauge, 5½¢ per lb.



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friends in the Hardware
Trade our best wishes for
Christmas and the New Year.

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LIMITED
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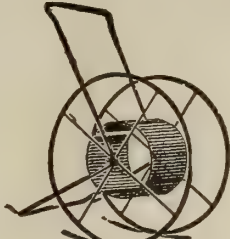
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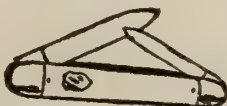
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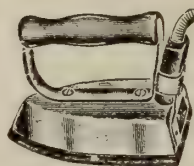
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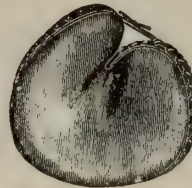
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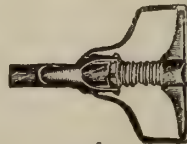
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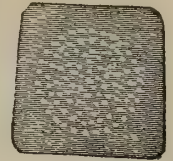
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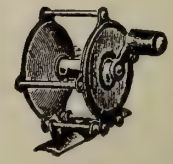
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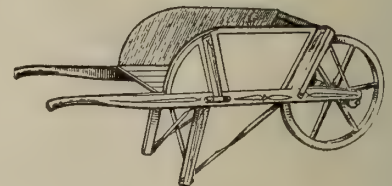
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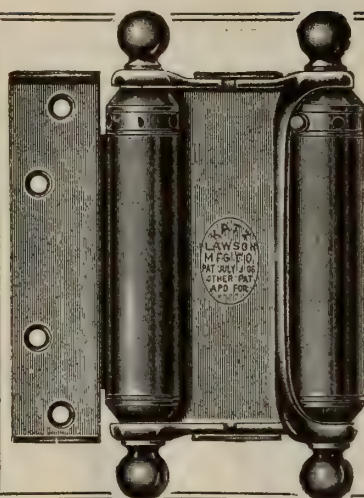
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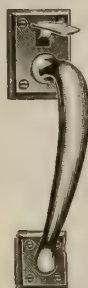
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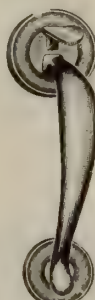
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Special
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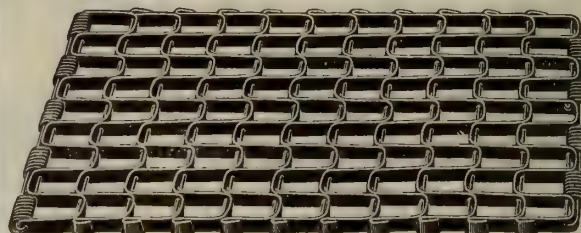
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NEW STYLE

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TESTS as well as actual USE by the largest shops in Canada, both Railroad and Industrial, show that WILT Drills have the Quality.

That is why those shops use WILT Drills.

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It is made throughout on their own premises, from finest grade of steel regardless of cost, by skilled workmen.

Butler's "KEEN" and other Razor brands are BEGUN AND FINISHED at Trinity Works, NOT SENT to Germany for grinding.

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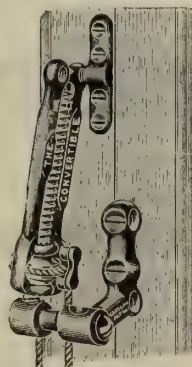
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Simple
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¾ screw ... 4/
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— WE CAN SUPPLANT THEM —

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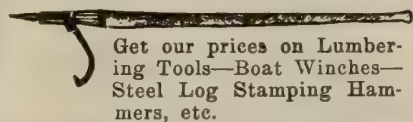
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Get our prices on Lumbering Tools—Boat Winches—Steel Log Stamping Hammers, etc.

ARGALL BROS., - - General Ironworkers
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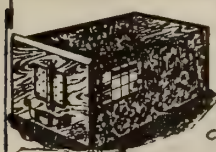
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WALKER'S CORK SCREWS
have been sold in Canada for a quarter of that time, and more of them will be sold because they are all guaranteed not to bend or break in use.

All jobbers in Canada have them in stock. Insist on getting "Walkers." Our 1914 catalogue should be in every hardware store. Write us for it.
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**BENNETT STEEL
HARDWARE SHELF BOX**

Saves 20% Shelf Room
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BEAR BRAND LAMP BLACKS

*A Germantown of quality
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Iron and Copper Rivets, Iron and Copper Burrs, Blufurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

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ARE EASY TO INTRODUCE, because they cost but little more than the ordinary hoe, and THEREAFTER MAKE BIG DEMAND, because users tell their neighbors how they can accom-



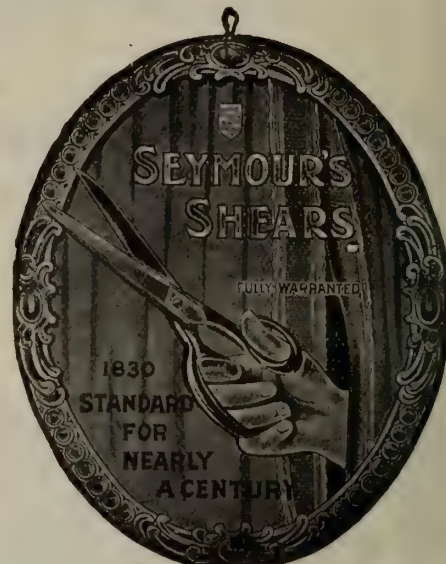
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With a choice of three sizes at varying prices—including the HIGHEST QUALITY THAT GOOD MATERIAL, WORKMANSHIP AND SPECIALIZING CAN PRODUCE, you can satisfy every possible requirement of a customer.

We do not make wheel plows. Illustration shows how 5-prong tool will attach, by means of our UNIVERSAL CONNECTION furnished extra at small cost. Ask us for literature and name of your nearest jobber who handles the "Norcross" Garden Tools.



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12-in. by 15-in., in handsome Colors.

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The original and only
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KNIFE POLISH

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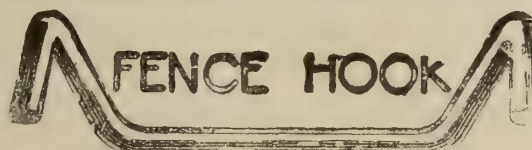
are unequalled for cutting and wearing qualities.



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FENCE HOOK

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HARDWARE STORE BUSINESS METHODS—The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. The 40 subjects discussed include: Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business; Changing a Credit into a Cash Business, etc. 220 pages. Price \$1.10, postage paid. MacLean Pub. Co., 143 University Ave., Toronto.



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Sale of Mill Hardware, Shelf Hardware, Builders' Supplies, Glass, Etc.

The undersigned has for sale by tender a quantity of glass, stock sizes, plain, and also a quantity of colored glass, chip glass, etc.; building paper, mastic wallboard, bishopric wallboard, nails, locks, door sets, hinges, files, screw bolts, and a fair range of shelf hardware suitable for a jobber or a large retailer. Lists in any line or of the entire stock will be supplied and full information given to bona fide inquiries. The goods are in stock at the warehouse of The Great West Iron, Wood & Chemical Work's Plant at Prince Albert, and the price must be quoted f.o.b. Prince Albert, or at the warehouse, and be for cash only, or one-half cash, sixty days, to approved purchasers.

Tenders must be sent in plain envelopes, properly marked, and will be opened, on Friday, January 8th, at 12 noon, at the office of the undersigned in Saskatoon.

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Make Use of This Page for all Your "Wants"

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Signed
Town Province

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Needed Everywhere

These ready-made screw holes can be used in wood, glass, marble, all kinds of metals, cement, in fact anything that will contain a hole will contain screw holes.

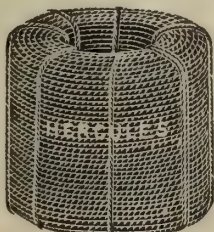
Stine Screw Holes are a simple and practical metal body that will hold screws and release them whenever desired.

Take for instance:—In the putting on of storm doors, etc., it is no longer necessary to move hinges and make new holes in order to make the screws hold. Our **FREE MOUNTED SAMPLE** will demonstrate the general usefulness of screw holes. Ask us for it.

Stine Screw Holes Co.
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THE BEST MADE



Star Brand Cotton Rope.
Star Brand Cotton Clothes Line.
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All Wholesale Dealers Sell Them.

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Power and Certainty in Every Grain

Wonderfully perfect scores stand to the credit of Ballistite in all parts of the World. These successes are due to its remarkable strength and absolute uniformity.

BALLISTITE is a waterproof Powder that does not deteriorate. Gives lowest possible breech pressure



NEW EMPIRE (Bulk)—Uniform close pattern, very light recoil. In demand by those who prefer an easy load.

At Your Dealer's
in any Shell loaded in Canada.

FOR SHELL SATISFACTION

IF YOU want the "cream" of the sportsman's trade, supply ammunition with these loads.

Sportsmen quickly recognized their superiority because they get more game.

Our advertisements, similar to the one illustrated herewith, are running in the most popular sportsmen's magazines.

Note what we are telling hundreds and hundreds of sportsmen and how we refer them to their dealer.

When ordering your next supply of cartridges be sure to specify Ballistite and New Empire loads. You'll give better all-round satisfaction and increase your ammunition sales.

Write for particulars.

Nobel's Explosives, Ltd.
244 Chamber of Commerce
WINNIPEG

WRITE FOR FREE SAMPLE of the most effective WEATHER STRIP made

Our Weather Strip thoroughly excludes wind, cold, rain, dust and snow, and the fact that the felt is glued to the bottom of the moulding, makes it the **only dust-proof weather strip on the market.** If your jobber cannot supply you, write us direct.

W. J. Dennis & Company
2222 West Lake St., CHICAGO.

NAIL
Passes
through
both
Moulding
and Felt

THE DENNIS
"CLINCHER"
FELT WEATHER STRIP

Big Profit and Satisfaction in Selling

"AYLMER" Force Pumps



They are certain to sell easily because it has several advantages over the ordinary style.

Has longer stroke, more power, and works easier.

While designed for hand use it can be readily converted into a Windmill Pump by the addition of a flat bar, which screws into the cross head at top.

It will be to your interest to write for full particulars now.

Aylmer Pump and Scale Company, Limited
Aylmer, Ont., Canada

TWO CENTS PER WORD

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It is a service we give free, and it is printed solely for the convenience of our readers.

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Dominion Iron and Steel Co., Ltd., Sydney.

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Barn Equipment.

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Novelty Mfg. Co., Waterbury, Conn.

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MacKenzie Bros., Winnipeg, Man.
Northern Electric Co., Montreal.

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Northern Electric Co., Montreal.

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Gutta Percha & Rubber Mfg. Co., Toronto.
MacKenzie Bros., Winnipeg, Man.

Bent Goods.

Merritt & Co., Chatham, Ont.

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Bown Mfg. Co., Birmingham, Eng.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

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Andrew B. Hendry Co., New Haven.

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Peck, Stow & Wilcox Co., Southington, Conn.

Progressive Mfg. Co., Torrington, Conn.
Russell Jennings Mfg. Co., St. Catharines.

Binder Twine.

Consumers Cordage Co., Montreal.

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London Bolt & Hinge Works, London.
The Steel Co. of Canada, Ltd., Hamilton.

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Gurney Foundry Co., Toronto.
Taylor-Forbes Co., Guelph.

Bolts.

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Canadian Tube & Iron Co., Montreal.
London Bolt & Hinge Works, London.
The Steel Co. of Canada, Ltd., Hamilton.

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The Stanley Works, New Britain.

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The Stanley Works, New Britain.

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Goodell-Pratt Co., Greenfield, Mass.
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Henderson & Richardson, Montreal.
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Tallman Brass & Metal Co., Hamilton

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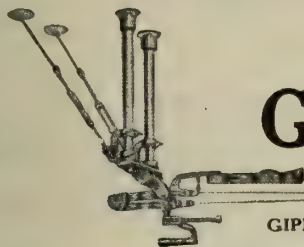
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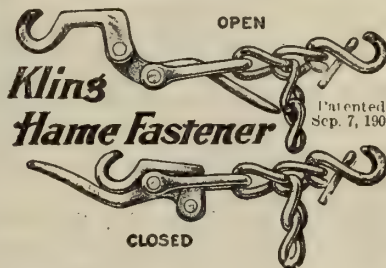
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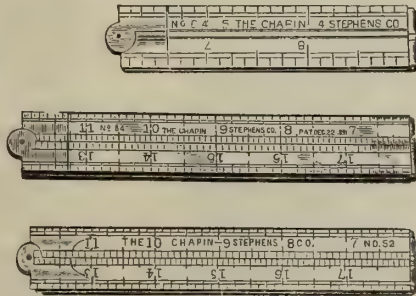
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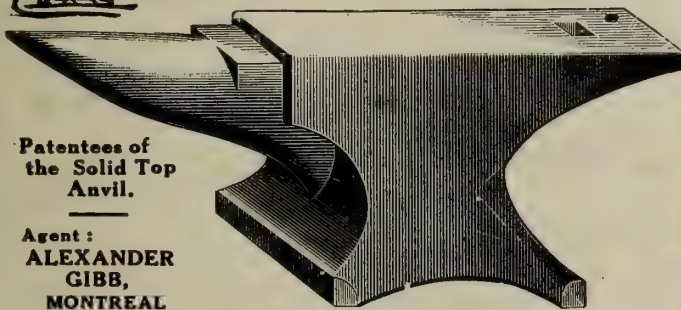
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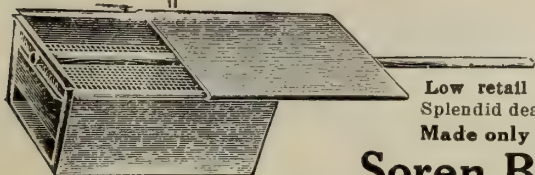
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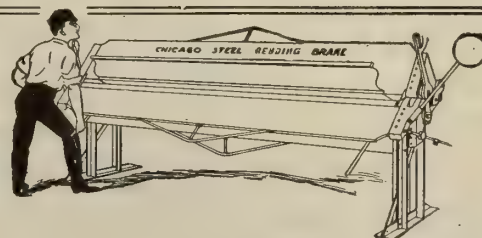
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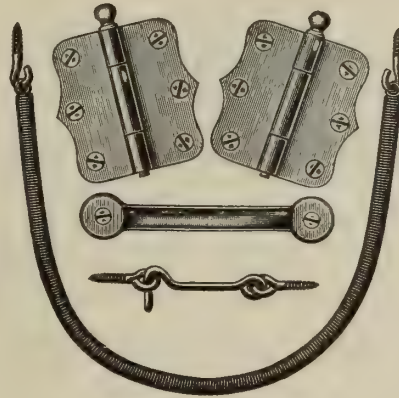
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Tents and Awnings. Scythia & Co., Toronto.	Ventilators. Metallic Roofing Co., Toronto.	Window Guards. Canada Wire & Iron Goods Mfg. Co., Hamilton. B. Greening Wire Co., Ltd., Hamilton.	Woven Wire Fencing. Frost Wire Fence Co., Ltd., Hamilton, Ont. Dominion Iron & Steel Co., Ltd., Sydney.
Threshing Tools. Pratt & Whitney Co., Dundas, Ont.	Wall Plaster. The Canadian H. W. Johns-Manville Co., Ltd., Toronto, Ont.	Wire Door Guards. B. Greening Wire Co., Ltd., Hamilton.	Wrenches. Peck, Stow & Wilcox Co., Southington & Cleveland. Trimont Mfg. Co., Roxbury, Mass. Whitman & Barnes Mfg. Co., St. Catharines.
Tiling, Wall and Floor. Can. H. W. Johns-Manville Co., Ltd., Toronto. The Barton-Netting Co., Ltd., Windsor, Ont.	Wash Boards. Wm. Cane & Sons Co., Newmarket. Meakins & Sons, Hamilton.	Wire, Iron, Steel, Brass and Copper. Dominion Iron & Steel Co., Ltd., Sydney. B. Greening Wire Co., Ltd., Hamilton. Henderson & Richardson, Montreal. Laidlaw Bale Tie Co., Hamilton, Ont. Steel Co. of Canada, Ltd., Hamilton.	
Tinners' Snips. Peck, Stow & Wilcox Co., Southington, Conn.	Washing Machines, Etc. J. H. Connor & Son, Ottawa, Ont. Cummer-Dowsell, Ltd., Hamilton. Henderson & Richardson, Montreal. MacKenzie Bros., Winnipeg, Man. D. Maxwell & Son, St. Mary's, Ont. Northern Electric Co., Montreal.		
Tin Plate. A. C. Leslie & Co., Montreal. B. & S. H. Thompson & Co., Montreal.			
Tinware. Hoods, Ltd., Birmingham, Eng. Soren Bros., Toronto. Sheet Metal Products Co., Ltd., Toronto.			
Tools. Hoods, Ltd., Birmingham, Eng. Buck Bros., Milbury, Mass. The Chapin Stephens Co., Pine Meadow, Conn.			

STANLEY'S

Wrought Steel Screen Door Hardware

S.W.



Set No. 1750

The Doors May Be Removed by Merely Slipping Out the Pins and Are as Readily Re-hung in Spring.

EACH SET COMPLETE
IN A NEAT BOX
WITH SCREWS

S.W.



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Set. No. 1750 consists of two 3 x 3 Ornamental loose pin Butts; one 5-in. wrought-steel pull; one No. 3 high-grade steel-wire spring, greatly superior to the ordinary screen springs; and one gate hook and eye. This is the very best set of screen hardware on the market, but sells at prices comparing favorably with other makes of greatly inferior quality.

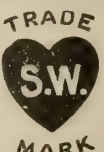
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Canadian Representatives:
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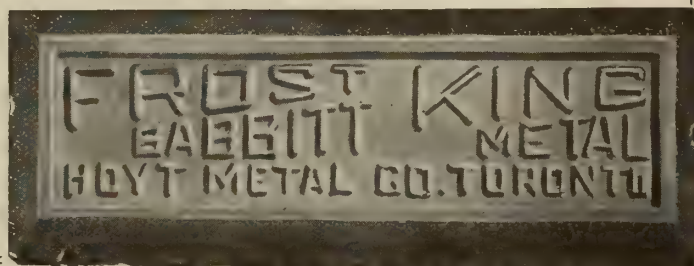
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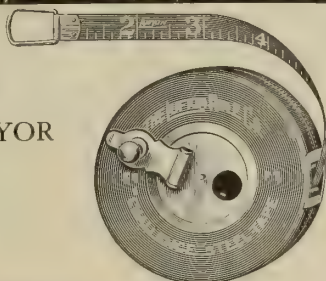
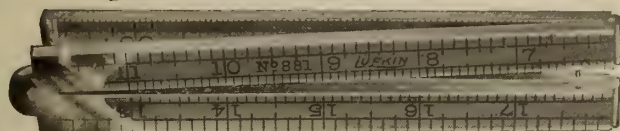
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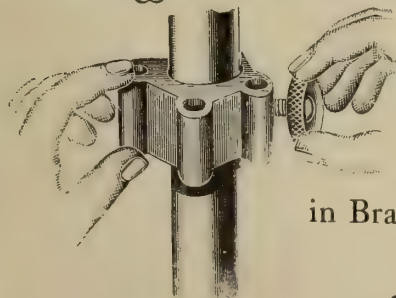
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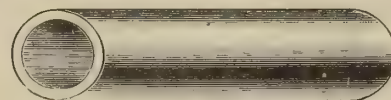
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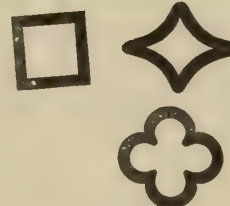
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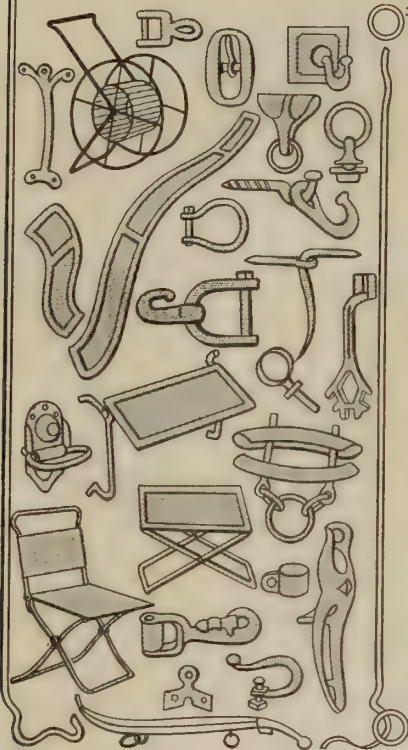


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